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NOVEMBER

THE INDUSTRIOUS HEN



AN ILLUSTRATED MONTHLY
DEVOTED TO
PURE BRED POULTRY



Published Monthly
By
THE INDUSTRIOUS HEN
COMPANY
Knoxville Tenn.



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Specimens Must Arrive

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One-Third Page.....	2.00
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Cover—Outside Back	6.00
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Forms close Nov. 10th, 1905

Show Open to Public

January 17-18-19

8 a. m. to 10 p. m.

JUDGE

D. M. OWEN

Athens, Tenn.

R. S. PORTER, Sec.-Treas., Knoxville, Tennessee

THE Industrious Hen

Devoted to Every Interest of the Poultryman, Live Stock Breeder and Small Farmer

Vol. 2

Knoxville, Tenn., November, 1905

(Whole No. 18) No. 6

SEASONABLE SUGGESTIONS—E. H. Gaines, Gaffney, S. C.

INTEREST in "standard" bred poultry is increasing all over the world; people are beginning to realize the fact that carefully bred stock is better than "scrubs" and that it costs no more to feed a uniform flock of "standard" bred birds than it does a lot of mongrels.

There are numerous reasons why every person who keeps fowls should keep only standard bred birds; they are more beautiful and they lay more eggs and are better in every way.

I am glad that the South is now beginning to realize and recognize the importance of improving its stock of all kinds.

There is a very live interest being taken just at this time in the poultry business and the South offers many advantages for poultry culture.

The climate is as fine as can be found in the world; mild winters and pleasant summers make this an ideal place to raise poultry.

The question of the care and feeding of fowls has been discussed in all of the poultry journals so much that it would hardly seem necessary for me to write on that subject; however, I shall give my experiences along that line with the hope that it will interest and help beginners.

In the first place, my advice to the beginner would be to

select one kind and start on a small scale; buy a pen, or a trio of the very best that you can find. They will cost you a good price, but don't mind that. You are going into the poultry business to make it pay and to get a great deal of pleasure out of it as well.

Remember this, the man who does things better than any one else, is the man who will make the greatest success. You should select a popular breed; one that is growing in favor; then make up your mind to succeed and *do it*.

You should buy the American standard of perfection and study it carefully, also, subscribe to some of the leading poultry journals, among them THE INDUSTRIOUS HEN.

You can always find valuable information in these journals; of course, you can not adopt everything you read, but you can keep informed and then you must study your own conditions and handle them intelligently.

It is not necessary for you to build expensive houses, but you should have comfortable, clean, well-ventilated houses for your birds to live in; these houses should be located on high, dry land and built tight on all sides, except the front, which should face South and be planked up about half way and latticed above; this gives plenty of ventilation without drafts and in mild climates you would be very much pleased with such houses. In cold climates you must build double walled

houses and even the South front must be built close and glass windows used for light and to ventilate.

It is very important that breeding stock should be strong and vigorous, and to keep them so it is necessary to give them plenty of room and keep their premises clean and well disinfected.

The breeding pens in my yards are 30x30 feet with a house 6x8 feet in each breeding pen. In front of these pens are grass runs 30 x130 feet into which the birds are allowed to graze for two or three hours each day.

The grass runs can be sown to barley or rye in the fall and furnish green food in the early spring. I place from five to eight females with one male bird in each of these breeding pens; keep plenty of scratching material (straw or leaves) in the pens and feed small grain, which should be thrown in the litter for the birds to scratch for.

I have gotten better general results from the dry method of feeding and I now use this method entirely, both for the old and young stock.

I keep a dry ground food in hoppers before the birds all the time. This food is composed of wheat, oats and corn ground into a meal. I also keep prepared meat scraps, grit,



SOME GAINES' WHITE ROCKS.

crushed oyster shells and charcoal in hoppers, so that the birds may help themselves whenever they please. I also like for them to have all the green food they will eat, and they *must* have pure, clean water before them all of the time. Spend a little time and money on your fowls: it will pay you to do so. Make it a point to breed better birds than most other people are breeding, and you will have no trouble in disposing of strictly fine specimens at fancy prices, just as soon as it is known that your birds are superior to others.

After you are satisfied that you can produce high-class birds; then use printers ink freely. The man that breeds fine birds must advertise so that people will know that he breeds fine stock. The advertising will bring inquiries. Now it is left with you to build up, or ruin your business. If you make it a point to never let a customer be dissatisfied, you will succeed. Never deceive a customer; tell him plainly just what you have, and send him what you say you will send.

Never make a promise that you can not fulfill—always do more than you agree to do, rather than less. Just as soon as you can distinguish the cockerels from the pullets, separate them and do not allow cockerels to run with pullets until you mate your birds for breeding. After the breeding season is over, you should take all males away from the females and keep them apart until the next breeding season; by doing this your male birds will be more vigorous and stronger and you can raise better fowls. There is no advantage in keeping the males with the females after the breeding season is over, as hens will lay just as well, or better without the male birds, and eggs will keep longer for market purposes if they have not been fertilized.

If you intend to exhibit your birds at the shows you should select those nearest to the standard requirements, and separate them from the general flock, so that these birds can be given special attention. Feed them in such a way as to bring them to the standard weight or above, but handle them in such a way as to maintain the best possible shape and not have them over fat, as you will destroy their shape. You should handle the birds which you intend to exhibit so that they will be docile, and will carry themselves well before the judge. I would not keep the birds in coops, but keep them in a good roomy pen, and place them in exhibition coops for an hour each day, for several days before they are to be sent to the show. Take them out of the coops each day and stand them on a barrel and train them to stand in a natural position. If white birds, they should be washed perfectly clean in three waters two or three days before the show. If their legs should be ruff or scaly, you should begin to clean them up three or four weeks before the show. I have found lard, kerosene oil, and sulphur mixed together one of the best things for scaly legs; apply this every other day for a week or ten days, then wash the legs well and polish with just a little sweet oil. See to it that your birds are in perfect show condition in every respect. Condition and training have a great deal to do with your chance of winning; you must have fine birds in the pink of condition.

McCULLOUGH'S POULTRY POINTERS.

MICHAEL PLUMMER M'CULLOUGH.

Mr. Beginner, let me say a few words in your favor. If you are making your first investment, go slow and be sure that what you buy is of fine breeding and are mated right to produce fine birds. Don't buy females from one breeder and a male from another, thus crossing the two strains that have been bred possibly along different lines, and with another point in view. Let the breeder mate the birds for you unless you are "well posted."

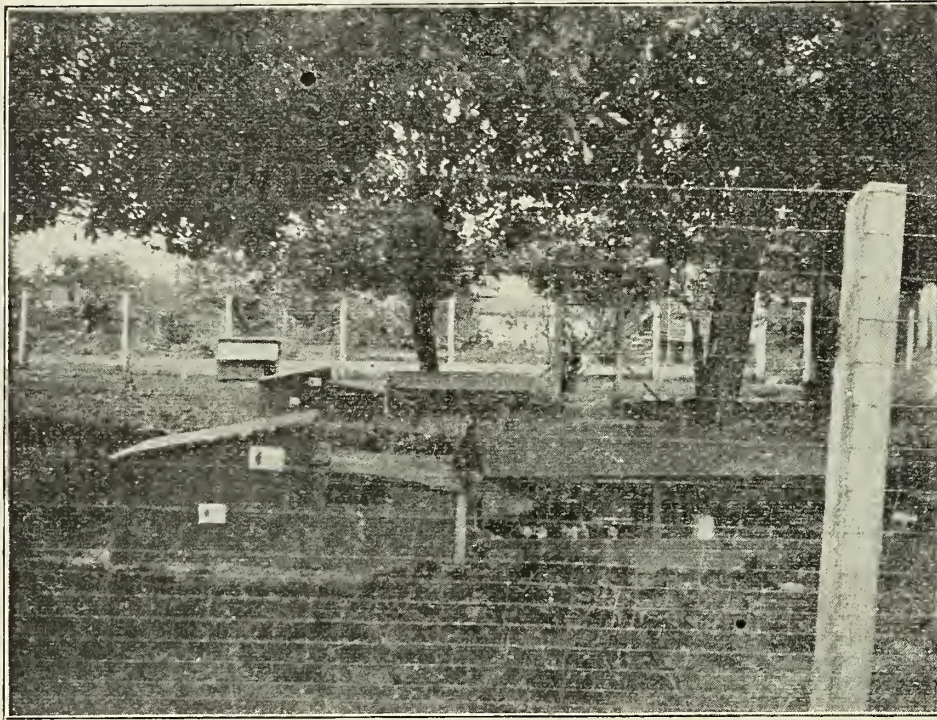
Don't attempt to breed a half dozen varieties at first, but try one first and when you have it conquered you can put on your thinking cap for the others.

Don't expect to buy stock or eggs too cheap, if you want quality and lots of it you will have to pay a handsome price for

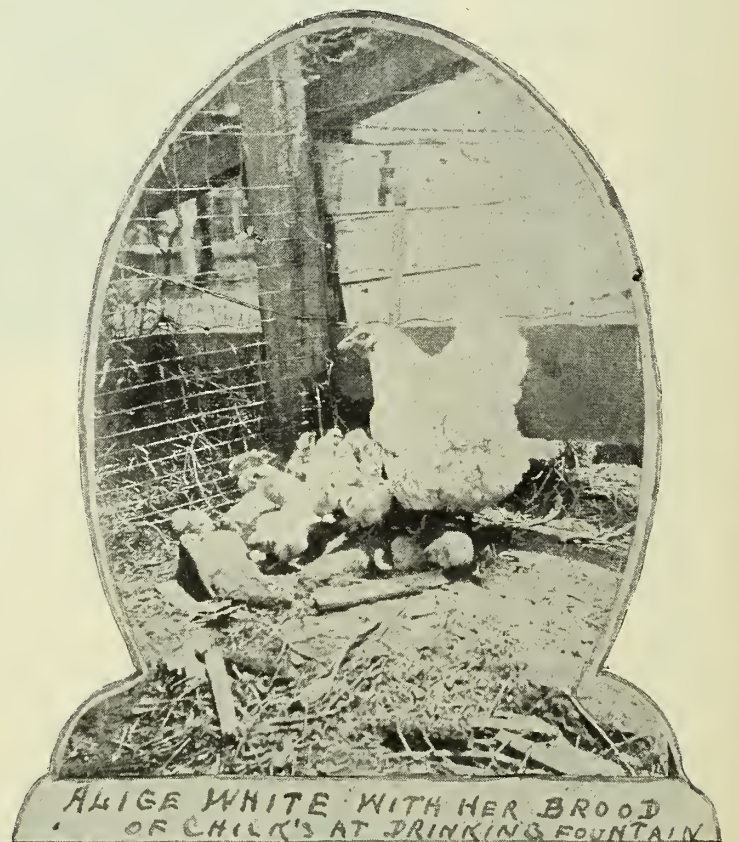
it, but if you want quantity and culls you can buy them at any old price. Cheap stock is dear in the long run.

You can not expect to get the "best" stock for \$1 each, or eggs at 25 cents per setting, or even \$1 per setting. There are very few if any breeders that sell eggs at less than \$1 per setting.

A beginner should buy his eggs earlier in the season than June if he can do so. Get the best he can afford. If you can not afford to pay \$5 per setting for eggs pay less.



BROODER YARDS AT GAINES' POULTRY FARM, GAFFNEY, S. C.



ALICE WHITE WITH HER BROOD OF CHICKS AT DRINKING FOUNTAIN

A SECTION OF BREEDING YARD'S

GAINES' POULTRY YARD'S
E. H. GAINES, PROP'R.
GAFFNEY, S.C.

FRONT LAWN

POULTRY YARD IN THE REAR

RESIDENCE

THE GAINES WHITE PLYMOUTH ROCKS
BRED TO WIN—
AND DO IT.

COCKEREL
BOB WHITE, JR.
NEVER
EXHIBITED,
BUT FINE IN
SHAPE AND
COLOR.

BOB WHITE
1ST PRIZE COCK AT HIGH POINT, N.C.
JAN. 1904, also 1st AT COLUMBIA, S.C. Nov. 1904

ALICE WHITE
1ST PULLET AT CHARLESTON
Atlanta Ga. 1903

The Industrious Hen

DEVOTED TO EVERY INTEREST OF THE
Poultryman, Live Stock Breeder and Small Farmer
Entered at the Knoxville Postoffice as second-class matter.

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And a staff of contributors unequaled by any periodical of its class.

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The Industrious Hen is issued promptly on the first of each month. It furnishes the latest and most authoritative information obtainable on all matters relating to the Poultry industry, Live Stock breeding and intensive farming. Contributions that are practical and pithy are solicited.

BLUE WRAPPER.

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Sample copy free.

ADVERTISING RATES

Furnished on application. The value of The Industrious Hen as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest Poultry journal in the United States to advertise in. Advertisements, to insure insertions in the issue of any month, should reach this office not later than the 25th of the month preceding.
Breeder's Plain Cards will be run at the rate of one cent per word each insertion. Numbers and initials count as words. No card taken for less than 25 cents.
The Industrious Hen reserves the right to reject any advertisement for cause.

Our subscribers must not blame the HEN if she fails to reach them when their subscriptions have expired. She does not propose to carry either a padded or a dead head list. If she is worth anything to you she is worth the subscription price. She gives you due notice when your time is up by coming to you in a blue wrapper. If you receive her in such you will know that it is time for you to send in your annual contribution to her store house. Don't put the matter off for she will most certainly stop her visits if you do not send your dues.

* * *

It is the purpose of the management to make the December number of the HEN of special value to all her readers and advertisers. It will contain a brief account of many of the Southern Associations with many illustrations. It will be valuable in many ways. An extra large edition will be published and thousands will be circulated. It will be to your interest to have your advertisement in this number. Copy should be forwarded at once as we are already getting it in shape and will have it ready for mailing the last week in November. If you desire your ad to be read by 20,000 of the South's best people get it to us at once.

Let no poultryman forget the call for a meeting in Atlanta, December 18th, to organize a Southern Poultry Association. The wonderful strides that are being made in the breeding of pure bred fowls in our midst is such that the need is upon us to organize and co-operate with each other so that we will not get in each others way with our show dates. Think and plan for this meeting.

* * *

"One sows, another reaps." There is seed time and harvest. That the harvest may be abundant there must be a proper preparation of the soil and careful tillage. The clearing away of the rubbish and the cultivation and care of the crop is usually done by "the man with the hoe" and the reaping of the profits comes to another. In the poultry world the painstaking breeder who has the labor—all the care, and to whose skill is owed the handsome specimen that gets the glory at the show and whose owner is very, very proud—receives no credit for all his labor but rests content with the few paltry dollars he receives from the man who does the exhibiting. I am not opposed to any one's buying a show bird, if they have been unfortunate in rearing their own birds or if they think they can buy better than they possess, but I am unalterably opposed to the buying of birds and the utter unwillingness to give proper credit to the breeder. Tote fair.

* * *

The editor of the Gulf States Poultry Journal is behind time in his editorial as regards myself and a Southern Poultry Association. As a native Southerner I was and am for a Southern Poultry Association, first, last and all the time. I have written and used the editorial columns of the HEN for over a year advocating such an organization. When I deemed the time was ripe I sent out many personal letters in regard to this movement and received all the encouragement one could wish. Then the place for such a meeting was to be decided and again I used the mails and purposed making the call for that city—three were named, Atlanta, Knoxville, Nashville—that had most said for it by my correspondents from the various states. In the meantime the secretary of the Charleston show issued a call for the meeting to be held at Atlanta, December 18th. In the October issue of the HEN I not only published the call but as best I could urged upon every Southern breeder the importance of such an organization and his presence at the meeting. That's the whole kernel in the nut. Tennessee is not selfish but she does clamor for a more harmonious and stronger link to bind all Southern breeders together for our common good. Get your guns ready and come over to Atlanta and help fire the salute when the new ship of Southern poultrydom shall be launched.

* * *

In a paragraph in his letter to the American Poultry Press Association Grant M. Curtis, of the Reliable Poultry Journal, "Hello, Bill!" urges the coming together of the editors and publishers so that a degree of fellowship may be attained that will make each of us feel free to clap the other on the shoulder with a cheery "Hello, Bill." The position is well taken but will it ever come? Not so long as a certain few, to all intents and purposes, arrogate to themselves all the brains and civilization possessed on this continent—or any other. Not until the great army of every day poultrymen are looked upon as men, and women too, and not as a set of ignor-amuses and only fit to be "bearers of burdens," "hewers of wood and drawers of water." Not until the back-biting, the bickerings and petty jealousies that now plainly exist shall have been eliminated from the press and all ideas of self aggrandisement shall have given place to an earnest, honest effort to up-build—not self, not a few chosen ones, but the industry the poultry journals are supposed to represent. It is not in accord with the principles of right and justice that these bickerings and

animosities be allowed to sap the influence for good that the press can and should wield. Difference of opinion and discussion—without the use of Billingsgate—are well and develop and strengthen but bickerings and strife and querulousness because of a failure to have one's own sweet will result in doing no good and in simply convincing the other fellow that you have had "an axe to grind" and because he would not turn the stone you are mad at him. It is high time this was all done away with and that a spirit of *real friendship* and *honest rivalry* as to which can do the most for its readers and advertisers be allowed to take its place. Come, gentlemen, suppose we all "fess up," shake hands, and forget ourselves in the magnitude of the work before us.

* * *

"What did you think of the Hagerstown Fair?" It was great, you should have been there. Fat cattle and fine horses, pretty girls and handsome men and chickens, chickens everywhere. You could scarcely hear your neighbor speak for the crowing and the cackling. The grounds are beautiful for location and every available space was taken—the pike was full of all the curios and all the fakes of this faking age. You could have your "photo while you wait," or get the photo of your future partner in life, provided you were destined to have one; you could see "the wild man from Borneo" or the reptile eating Dago. But our interest was among the poultrymen and their pets. Here we found *Mr. Big I* and it was most certain a little u, and not far off was the proverbial chronic kicker, the man of contraries and presently you would fall in with Brother Goodcheer and his constant companion, Miss Sunshine. It was like every other show in that there were all sorts and conditions with every possible phase of human nature. Some clanishness, but no favoritism on the part of the judges. It was a fair, square deal. Socially it was not as free from its "inner circles" as I have found it elsewhere. All in all it surpassed my expectations, as it did that of the management. I hope that every breeder in the South, and specially those of Tennessee, will begin now to cogitate and plan to take Hagerstown by storm next fall. To arrange to capture the entire aggregation and I hope to be in at the finish.

* * *

From time to time the HEN has been accused of not working for the breeder of pure bred fowls because of her advocacy of the practical or utility side of the industry. These accusations have usually come from the short-sighted and narrow-minded. The purpose in first establishing the HEN was to enlarge and promote the poultry industry throughout the South. To teach our people the value of pure bred stock. To infuse into them a desire to increase the returns from their poultry by making it of such quality that it would command the highest prices on all our markets. The policy of the editor was made so plain in his first utterances that his contemporaries saw it and commented thereon. The breeder of pure bred fowls must look to the practical man—the poulterer, and the farmer—very largely for his market and any and every effort that is made to teach these people the value of pure bred stock results in good to the breeder. The heaviest demand made upon the fancier has always been from those who breed for market purposes and the demand from this source is constantly on the increase, so says the editor of *Poultry*, and the HEN most heartily coincides in his view of the situation. If the friends who have thought the HEN was running wild in her advocacy of the utility side of the business would follow the trend of thought in the poultry press and would stop long enough to take sober second thought they would realize that in her plans for the upbuilding of the industry the policy of the HEN has been right. Pure bred poultry for practical purposes will always win in the egg basket and in breast meat and when properly fitted in the show room. Breed for beauty and for business.

Some where and at some time in the dim and misty past the question was asked, "Can any good thing come out of Nazareth?" For years our friends in the North, East, and West, have been applying a similar thought and asking a question of like import of Southern poultrymen. One would, or rather should, not be surprised at the question. They know better than we do the character of the foundation stock they have sent us and what under ordinary conditions it could be expected to produce. Among poultrymen, how great was the surprise—the amazement of the poultry world—when E. E. Carter, a modest and refined Southern breeder, carried off first honors with his S. C. Brown Leghorn cockerel at the World's Fair at St. Louis last fall and now that the great Hagerstown Fair, with its 4800 birds on exhibition is over and—well, Jno. F. Childress takes the first prize for best pen of S. C. White Leghorns, makes some of the older heads begin to ask themselves, "What manner of people are these any way?" and straightway the answer comes, they are persevering, painstaking and know "no such word as fail." These two cases I mention because they are both young men but earnest and enthusiastic breeders and native Tennesseans. They do not stand alone, however, as other ribbons have been brought to the Sunny South by many of her sons and many more will come this way another season.

* * *

Very many who receive the October issue of the HEN will note the fact that it bears the words "*Second Edition*." This was a necessity forced upon us by the great influx of subscribers after the paper had gone to press. There was thought to be ample allowance made for any increase when the order was given the foreman of the press room but such proved not to be the case. Our friends worked better even than was anticipated and their work was so successful that the HEN will visit not less than 20,000 homes in the future and if the present indications can be relied upon she will be spreading her wings and showing her plumage to nearly double that number before the show season is over. This is no idle boast but facts such as our mailing list and correspondence will establish and is the result of the active campaign being waged to put the HEN in the homes of all our people. Our friends have our thanks for their earnest efforts in our behalf and the HEN knows they will not cease to work to put her in the very forefront as a poultry journal. With this rapid growth and extended circulation the rates for advertising have been increased from what they were when she had only a few thousand to whom she bore the news of your success. Now, as a leading factor in more than 20,000 homes she feels that it is only just to herself that she value her space at more than the same amount would cost you in a cheaper journal with a lesser circulation. Her expenses have been very materially increased for press work and paper as well as for office force to handle her business and she feels sure her thousands of friends appreciate the improvements being made from time to time in her general appearance.

She is not content with her present appearance nor with her long list of friends but will continue to wage an active campaign to enlarge her circle of readers at the same time sparing neither time nor money to add to her worth. She is sincerely grateful to all who have lent a helping hand and will do all she can to merit their continued help. Force enough has been put in the office to keep up with all your requests and to keep the mailing books in order. So keep the list growing and the HEN will keep cackling for "more and better poultry."

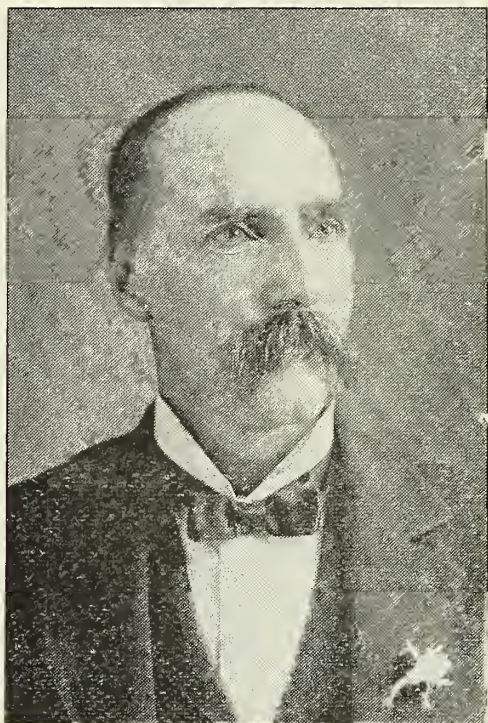
J. Howard Shead

EDITORIAL CORRESPONDENCE

Not long since I made the trip over to Bristol to see what was being done as to the coming show and to get the glad hand from the breeders in that section. Without the consent of the man with the HEN the fact that he would be there was duly noted in the city papers and it was not long after his arrival till he was in the hands of the poultrymen. It was more than pleasant to be so cordially received by the Bristol Association and to learn of their plans for the coming show. The visit was all too brief to see what this aggregation of enterprising poultrymen had but we did have a pleasant little visit to the yards of

M. D. ANDES

whose photo we present you. Mr. Andes breeds Buff and White Wyandottes and we found an unusually strong string of youngsters. The White were good—far away from the average in both shape and color being white, big boned blocky fellows that it was a pleasure to handle. In the Buffs, however, he was specially strong. The shape was true and the



M. D. ANDES, BRISTOL, TENN.

color such as every breeder of Buffs is hunting—rich, smooth “one even shade” throughout. Mr. Andes breeds his birds for business as well as beauty and it is not strange that he has a trade that taxes his present capacity. This he is fixing to obviate having bought a handsome farm not far from the city limits and on which he will erect the most modern buildings and materially increase his output without destroying his quality. He knows his birds and orders sent him will be properly cared for. Now we were off behind a speedy horse and soon found ourselves on the ranch of

W. A. TANNER

who has but recently entered the field. Here we found the hammer and saw going and buildings and fences being erected to accommodate a large flock of pure breeds. These birds Mr. Tanner hopes to breed for utility as well as show purposes. He now has on the grounds Buff Orpingtons and Barred Rocks and in his young flock will be found some good specimens. He will have some of these birds in the showing the present season and will be ready to fill your bill for

eggs in the spring. But time was growing short and we were soon in the hands of

R. A. CANNON

and off to his plant. Mr. Cannon came from Salisbury, Md., and has purchased a fine place “in close” and gone into the poultry industry as a business. He breeds Barred Rocks and S. C. White Leghorns and with the two breeds he hopes to meet the demand for broilers and for eggs as well as to sell handsome breeding and show specimens of each. He already has large buildings and an immense brooder house and was busy excavating for an incubator cellar when I was there. His capacity is 10,000 broilers annually and this will be increased as the trade justifies. The past season was a successful one and from the thousands hatched and raised he has saved a fine lot of excellent breeders which he will sell at reasonable prices. Mr. Cannon is not only a breeder of fowls but handles all manner of poultry feeds and appliances as well as incubators and brooders. I had hoped that this issue would give you some views of the yards and buildings on this farm but the cuts are not at hand and perforce they are left for another issue. With feelings of regret that I was not able to visit the yards of the many other clever gentlemen whom I met I hastened away to make my preparations for a visit to the

GREAT HAGERSTOWN, MD., SHOW.

Seeking my berth in the sleeper about 9 o'clock on Sunday night, October 8th, to awake next morning at Bristol and find my traveling companion, Jno. F. Childress, of Sweetwater, already up and around looking after his S. C. White Leghorns, destined to be the *first prize pen* at this great show. A short stop for breakfast and a hearty handshake from Cannon, who was down to see us off from the Volunteer State. Down through the grassy hills of old Virginia where fine cattle were growing fat on the luxurious grasses, flashing by handsome towns, soon we pass Roanoke and down the famous valley of the Shenandoah, amid entrancing scenery the elegantly equipped train of the Norfolk & Western Railway speeds its way. The crowd is augmented at every stop and the air is full of freedom and anticipation for the word is on to Hagerstown where for fifty years without a break they have held what is called a county fair, but in reality it has grown to National proportions.

Tired, dusty but full of a real interest in what is before us Childress and myself alight at late bedtime from a crowded train and seek for quarters in the already crowded little city. Success crowns our efforts and we are soon dreaming dreams, Childress of Blue Ribbon winners and I of an added list to the old HEN's readers.

“The early bird catches the worm” and soon we were hunting poultrymen. They were not hard to find. The town was full of them. It was a pleasant renewal of old acquaintances to have a hearty hand clasp from T. E. Orr, the much maligned secretary of the A. P. A., and to hear his words of praise for birds he had seen and handled in the Sunny South. Why is it that the South seems to be considered the dumping ground for the “culls” from the flocks of other sections? Is it a fact? If so, how is it that Southern birds—bred and raised, not bought for the occasion—win their full share of the ribbons when shown? Is it climate? Maybe so, but climate will not do it all, hence our breeders have used brains and brought about in many instances a development of the breed that could hardly have been expected from the foundation on which they started, but I digress.

I strolled adown the Leghorn alley and came “face to face” with Dr. Stephen T. Lea, of Hodges, S. C., on whom had

devolved the task of placing the ribbons upon an immense aggregation of prize winners. The task was not easy, but it was conscientiously performed and that by one who knows his business. No single defect was overlooked and the awards were not long in being placed. The doctor is a genial gentleman, a clever companion and an expert judge, and would have his hands full every fall but for the fact that he can not leave his practice—he is a practicing physician—for any great length of time. Then with an honest pride in the quality of his Brown's I found

WASHINGTON WATERS

of Rockville, Md., talking Brown Leghorns, discussing "cherry red, wing bays and striping and deploring a tendency to mealiness" with the lovers of the Browns. Waters had no reason for anything save enthusiasm for he had a string of beauties and I only wondered how it would be when he and our Carter met—then it will be "Greek meet Greek" and the battle will be on. There is the promise of such a meeting at Knoxville, on the 18th of Januray, 1906, and I hope other winners at this great show will send down here and let us see what they have. It will be a fair deal, so come. There were many pleasant acquaintances renewed and new ones made, but I must get over among the S. C. White Leghorns for report has it that the Tennessee birds have won first pen. For once report is correct and the award is regarded by every one as just and at the same time many gape in wonder. I had hoped to have a car load from Tennessee to do just what Childress did, another year, D. V. it will be there and friends Betts and Spahr had as well make out the checks. With becoming modesty "John" took all the words of praise that were given. He bred the birds and bred them right and only received what was his justly. To this writer's personal

knowledge "John" has more of the same quality and can fill your bill. His yards are being enlarged and new houses erected and the White beauties will thrive under his care. I felt enthusiastic when he won, because it was Tennessee against the world and today she has the record in both Brown and White Leghorns and in the future—well wait and see.

And then came the grand march of poultrymen with the band of music through the town and the banquet at Hotel Hamilton, with its good things to eat and its many toasts. I could have stayed on and on with these chicken men, but the "green hills of old Virginia" were not far away and so over to Washington went Childress and this scribe and then we parted, Childress rushing on to those birds at Sweetwater and I down through the land of my birth and thence back to my desk where I have been "up to my eyes" in letters ever since and yet an itinerary of weeks lies before me. All in all it was a great show and I only wish that old Tennessee would "get a move on" and have such a fair and poultry exhibit every year.

E. E. Carter's Brown Leghorns won as follows at Macon, Ga.: First, Pullet, second, Cockerel; special for best trio. Thus the Tennessee boys bring home the ribbons. You may look for the Tennessee birds in hot competition and expect them to win.

TO POULTRYMEN—GREETING.

It has been the desire of the editor to meet as many of the Southern breeders as it was possible and to that end after a careful study of the show dates he has arranged to visit in person the following shows:

Charleston, S. C., Nov. 27; Huntsville, Ala., Dec. 5; Birmingham, Ala., Dec. 12; Bristol, Tenn., Dec. 14; Atlanta, Ga., Dec. 17; Columbia, Tenn., Dec. 20; Cleveland, Tenn., Dec. 22; Aberdeen, Miss., Dec. 28; Nashville, Tenn., Jan. 1; Augusta, Ga., Jan. 8; Chattanooga, Tenn., Jan. 10; Knoxville, Tenn., Jan. 17; La Grange, Ga., Feb. 5, and if he finds it possible to get to any of the others you may look for him. Charlotte, N. C., and his home show come on same dates, but he expects to spend one day with his old friends at Charlotte. If you will study the dates and the distances you will find that the itinerary will take hustling and in most cases close connections in order that he fill the engagements, yet he hopes that nothing will interfere to prevent the keeping of these engagements. You, my friends, can facilitate my work by being ready with your subscriptions and your advertising copy so that—while I shall regret to do so—I may be able to get away from you right speedily for my next date. Since the last show

season the HEN has gone into her new home and has every modern appliance necessary to give you an up-to-date paper. She has become a familiar friend to thousands of our people and is still gaining strong support for herself. For all of this she is indebted to the staunchness of her friends and her one aim is to be worthy of their continued support. Some of the shows that I shall visit were visited last season by the former publisher of this journal. I trust the poultrymen there will give me the same cordial support



TAME DEER—Courtesy S. A. L. Ry.

given him and that at each and every one of these shows every poultryman present will feel free to call me up and let me know his name and address and meet me as a brother in the work. I shall, whenever possible, have a stenographic resume of your show in addition to giving your winnings as soon as I can get them from your secretary.

I am looking forward to a grand gathering at Atlanta, December 18th, for the organization of a Southern Association, and trust all poultrymen who are interested in the development of the industry in the South will meet me there with the rest of the boys.

Watch for me and meet me on the circuit. I'm coming with the news from Hagerstown on round the "belt line."

Be sure you look up the HEN's advertisement of a \$45 Sewing Machine for the modest sum of \$16, together with a year's subscription to the paper that teaches you to make money with your chickens. This machine is made for the HEN, under special contract, by one of the largest manufacturers of Sewing Machines in the United States. It is fully guaranteed for a lifetime and has all the latest and best improvements. A machine is on exhibition at our office, 617 Gay Street, and any one interested is invited to call and examine it. Read the advertisement and then give us your order.

TURKEY CULTURE—Mrs. J. C. Shofner, Mulberry, Tenn.

I am pleased to announce that the *INDUSTRIOUS HEN* has been able to secure the services of Mrs. J. C. Shofner, Mulberry, Tenn., for the conduct of this department. Mrs. Shofner has a national reputation as a breeder of Mammoth Bronze Turkeys, and with her years of practical experience is fully qualified to give advice and will cheerfully answer your questions through the columns of this journal.—*Editor*.

AS THIS is my first article on this subject for the *INDUSTRIOUS HEN*, I hardly know at just what period in Mr. and Madam Turkey's career to begin. This is the month of Thanksgiving when a great number of them will have to give up their travel over hill and dale to fill some proud man's platter, together with plum puddings and rare dishes.

So, I believe I will leave off the market turkey and take up our show birds, and breeding stock, for another year. The shows will soon be on hand and it's time now we were all looking out for new blood, and buying our breeders for the coming season.

I, as many poultry breeders are already aware, am a mammoth Bronze Turkey breeder, knowing very little of any other breed of turkeys as I've never raised any but the best blood obtainable of this noble breed.

I first began breeding these birds thirteen years ago, getting the best to start on and since have never been satisfied with anything but the largest size with the most brilliant, standard marked birds I could find in the United States, regardless of price. By doing this I find I can make a large per cent on my investment. This is why I insist on my customers never buying cheap breeding stock—for the best is the cheapest. By having the best and raising them right I'm never afraid of defeat in the show room. Though I never want my breeders to get as fat as show birds must be to be in show condition. I want to raise my flock for breeders, and if I show a few out of that flock, separate the show birds from breeders and feed for fat and weight. I feed table scraps, milk, some whole grains of corn and wheat, and at all times keep plenty of fresh water and grit before them. While with my breeders where I want bone and muscle, and not so much weight, I feed only every evening, after their day's work of rambling for bugs and insects, grasses, acorns and such as they can feed on the farm. Then I give them a nice supper of scalded oats, and cracked corn, or whole corn sometimes, but I always scald my oats and let stand several hours.

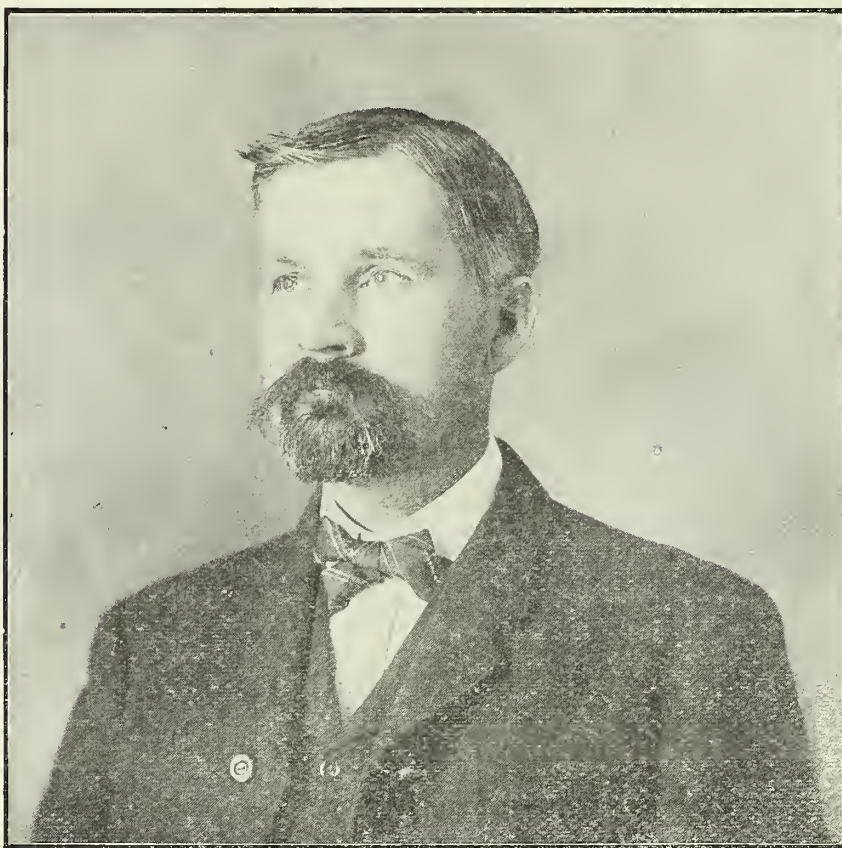
I have found that prevention is better than simply waiting for disease to develop and then battling against it, often losing many valuable fowls and time before it can be eradicated. In our own race we use many aids to health and are careful of our surroundings and our diet, so in breeding turkeys I find that success comes by being careful in feeding and in disinfecting.

I use as a disinfectant for any disease that might come up—a tablespoonful of pulverized copras, to one-half bushel of the soaked oats, put in and mixed thoroughly before scalding—or wetting oats—this is done twice a week.

Any questions that may be asked me on turkey culture will be answered through these columns with pleasure.

W. W. KULP.

Mr. W. W. Kulp, of Pottstown, Pa., of whom we give you an excellent likeness in this issue of the *HEN* has been in the poultry business since 1884. He began by raising a few broilers and eggs for market, while he worked himself into the pure bred business. Like every poultryman who succeeds he has had his ups and downs but being made of stern, persevering pluck he has stuck to it until he has mastered the business as far as may be. His object was to breed great winners and layers and his record is an enviable one, with three times as many firsts to his credit at Madison Square Garden as any other exhibitor and an egg record up to 240 eggs for some of his birds it is a wonder he still keeps so modestly at it. Mr. Kulp says in a personal letter: "I find you can make about three or four times as much for your labor out of pure bred stock as from market." A whole lesson in a sentence. He breeds both Rose and Single Comb Brown and White Leghorns, B. P. Rocks and White Wyandottes and Scotch Collie dogs. His success has come because of his strict integrity and absolute fair dealing with his patrons. This writer has had business transactions with him at different times during the past years and knows whereof he writes. You will find Mr. Kulp will live up to his promises.



W. W. KULP, POTTSTOWN, PA.

NOTES BY THE WAYSIDE.

Make some improvement. Don't for once think that your plans are perfect.

In wintering hens, it pays to know just what hens lay the eggs. The others are only boarders.

Winter is not far distant, and you should plan for the cold months so that your fowls will be comfortable.

If a hen lays soft-shelled eggs, give her plenty of gravel, oyster shells and crushed bones and this will be corrected.

Do you know which hens are producing the most eggs? If not you do not know which ones to sell off to best advantage.

The egg production is the vital question among poultrymen. The more eggs the more money, and careful weeding out of non-layers should be the rule.

WHICH BREED IS THE BEST?

WALTER P. LAIRD, BUFFALO, N. Y.

A large number of inquiries come to me similar to the above in tenor. Those all over the country ask the question, "Which is the best variety?"

A general answer to such a query can only be given in brief, in as much as it depends largely upon what the amateur intends to do. What his location may be, his facilities and whether it is his intention to breed entirely for fancy fowls or for market or eggs or for both.

To a person who is willing to pay a fair price for a good bird—one that has good standard points according to the standard of perfection, and if he has perseverance, grit and business tact to take hold of this as a business he can in the course of time work up a good trade in eggs for hatching and stock for breeding purposes—alone, provided that he does the square thing toward his customers. While from my own experience I prefer handling a breed in its purity for all purposes, i. e., fancy, market and eggs.

It is not every chick hatched from pure bred eggs that will make a show bird—nor a good breeding bird either—far from it.

In a flock of 500 chicks I feel safe in saying that the majority of them would be more suitable for the butcher's stall than for exhibition or breeding purposes.

Therefore all argue that it is to a person's interest to handle all branches of the business, be it on a small or large scale.

The Barred Plymouth Rock is an old and very popular bird. The White Wyandotte is a comparatively new breed but is gaining favor rapidly with the masses; faster than any breed we have, and I venture to say when they have been bred in this country as long as the Barred Plymouth Rock there will be double the number raised, as the Wyandotte stands forcing better for early broilers than any other breed. Besides they feather up well at this age and are very hardy, their yellow meat and legs showing up plump when dressed at any age.

They are exceptionally good layers, the kindest of mothers, which I think is a good trait, especially to the man that allows their hatching to be done by hens. Their kind disposition to their chicks is a valuable quality, and one not possessed, as a rule, by the Barred Plymouth Rock, as they are inclined to be more cross, it being their delight "to play ball" with another hen's chicks in case they are so unfortunate to get on the wrong side of the fence.

To decide which was the better breed of the two, viz.: Barred Rocks or White Wyandottes, the writer handled one hundred and eighty (180) birds of each breed, side by side, for eggs, and I found the Plymouth Rocks ate one-fifth more feed than the Wyandottes and giving no better returns in the production of eggs and these eggs were used for hatching purposes and while the percentage of fertility was about the same of each, I found by actual experience in handling the chicks of both breeds in the brooder house, with small yards, the Wyandottes stood forcing better than the Barred Rocks, standing on their feet, while a number of the Barred Plymouth Rocks were lost by leg weakness.

NASHVILLE NOTES.

JNO. A. MURKIN, JR.

Interest in the Nashville show increases daily. The premium list has been mailed out and entries are coming in from all directions. The Nashville boys are making preparations to give the visiting poultrymen a good time while in the city, and everything points to the most successful show of the South this season.

THE INDUSTRIOUS HEN has become quite a favorite with Nashville and Middle Tennessee poultrymen. It is a good paper, well edited, and should be in the home of every fancier and farmer in the state.

It is rumored that a large poultry plant will be established near Nashville, with capacity of 10,000 chickens. All the latest patterns of up-to-date buildings will be installed and the latest appliances adopted. The management, it is understood, will be in the hands of one of the best chicken experts in the South. The output will consist of fancy and market poultry and eggs.

The return of Judges F. J. Marshall and Loring Brown to the city in January is hailed with delight by their many friends in this city. Both gentlemen are prominently known here and it will be a great pleasure to have them in our midst once more.

The many friends made by the able editor of the INDUSTRIOUS HEN, during his short stay in the city recently, appreciate the compliments paid them in the October issue and hope to return same on his next visit.

T. Reid Parrish, "the light Brahma man," has developed a wonderful strain of heavy layers in this breed. Mr. Parrish is a great lover of the Brahma and says he can put all the boys to sleep.

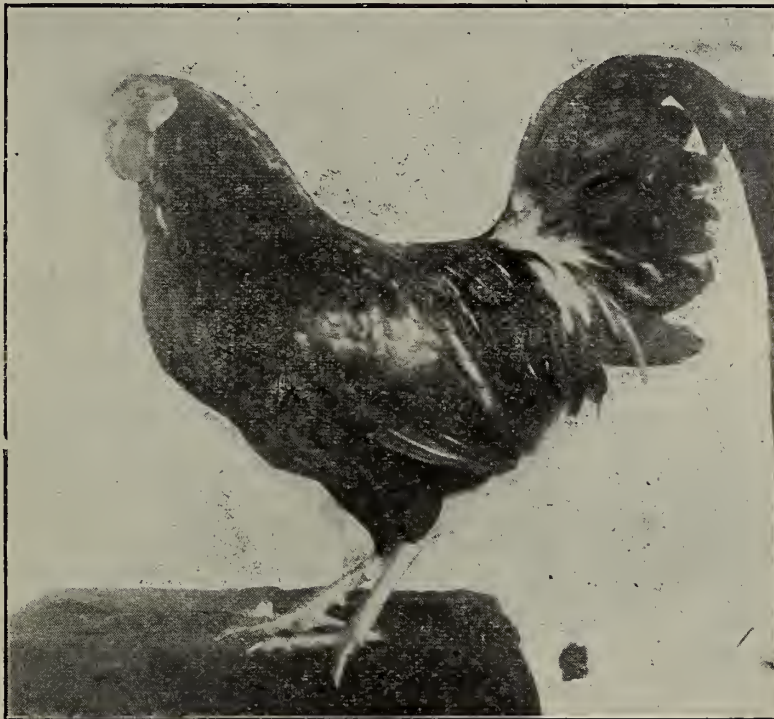
Mrs. Henry Thornton, of "Hill Crest Poultry Farm," has a large bunch of promising young White Wyandottes. Mrs.

Thornton is probably one of the most interested lady fanciers in the state, and it is a treat indeed to observe the results of her wonderful work with the feathered beauties.

Matt McMurray says, wait—watch. Mat has something up his sleeve for the Nashville show. Don't know where they came from, but they cost money. Look out, boys, Mat says, "we never sleep."

We are expecting a "big bunch" from East Tennessee, and we want you to come. We are going to give you a royal good time, and "perhaps" a few ribbons.

There will be "something on" for the East Tennessee Poultry Association" at Nashville in January.



ONE OF W. W. KULP'S PRIZE WINNERS.

A TIP TO ADVERTISERS.

Many an advertiser has quit just when his advertising train was beginning to move—simply because he ceased shoveling the coal in and stopped to look at some advertising express thunder by under full head of steam. He forgot that it took time and lots of coal and labor for the other fellow to get sufficient steam up to overcome inertia and get a 60-mile-an-hour move on him. Did you ever know a quitter to become a successful advertiser?

EGG PRESERVATION.

BY J. S. JEFFREY, NORTH CAROLINA AGRICULTURAL EXPERIMENT STATION.



THAT eggs can be kept for several months in good condition has been proved beyond question and has been so successfully done that it has assumed gigantic proportions from a commercial standpoint, and at one time during the past winter we heard grave complaints of some of the large packing houses cornering the market on storage eggs and forcing the price up three or four cents per dozen and netting themselves an additional profit of about a quarter of a million dollars on the transaction.

Preservatives may be roughly divided into two classes, viz.: liquid and dry preparations, and I have no hesitation in saying, both from my own observations and the reports of others, that the liquid preparations are far superior to the dry ones, as even where the eggs packed in the latter way have kept fairly fresh, they always present a shrunken appearance, while those in the liquid preparations come out full and in many cases can hardly be distinguished from a new laid egg.

The liquid methods also have the advantage in cost of preparation over most of the dry methods.

METHODS TESTED.

In our own experiments we employed ten different methods, as follows:

1. Ten per cent solution of water-glass (9 parts water and 1 part water-glass).
2. Twenty per cent solution of water-glass.
3. Lime and salt solution.
4. Lime and salt as in number 3, with "British Egg Preserver" (borax and sodium bicarbonate) added.
5. Water solution of Salicylic acid; one ounce of acid to one gallon of water.
6. Salicylic acid, cotton-seed oil and alcohol: One-half pound of salicylic acid dissolved in one quart of alcohol and mixed with one-half gallon of cotton-seed oil. The eggs were dipped in this and dried and packed in cotton-seed hulls.
7. Salicylic acid and cotton-seed oil; used as in number 6.
8. Eggs dipped in melted paraffin and packed in cotton-seed hulls.
9. Eggs dipped in collodium, dried and packed in cotton-seed hulls.
10. Eggs dipped in solution of gum arabic, dried and packed in cotton-seed hulls.

RESULTS.

1. The ten per cent solution of water-glass was made by mixing one part of water-glass with nine parts of water that had been boiled. The solution was put in a crock and the eggs were put in it every day as they were gathered till the crock was filled, care being taken to have the solution at least two inches deep over the eggs. The eggs were put up the first part of June and we began to use them about December 15th. They were tested from that time till the following May. The eggs were all good. Some of those used in December so closely resembled fresh eggs that it would take an expert to tell which were the fresh eggs and which were the packed ones after they were cooked.

2. The solution was found to be too strong, as some of the eggs would not sink in it even the day they were laid and the quality of the eggs was no better than those in number 1, the whites in some being slightly coagulated. All eggs were good, however. The extra cost of the solution and the trouble of the eggs floating were the objections to it.

3. The lime and salt solution was made by slaking four pounds of good lump lime and while hot stirring in two pounds of common salt. After cooling add five gallons of boiled water, stir thoroughly several times the first day and let settle, using only the clear liquid. The solution may be poured over the

eggs or they may be put in it from day to day as gathered. The eggs in this lot were equally as good as those in the water-glass solution, none being bad. They were quite satisfactory to use for table purposes.

4. This solution (lime water and salt and "British Egg Preserver") gave good results but it could not be seen that the addition of the preserver gave any returns for the money it cost and trouble of using.

5. Water solution of salicylic acid, one ounce of acid to one gallon of water, gave good results, all the eggs being good. It did not, however, leave the eggs in as good condition as either the water-glass or lime water and salt solutions, as the acid weakened the shells, some of them, especially those at the bottom of the crock, being so thin that they had to be handled very carefully and very few of them were fit to pack in the regular egg cases. It might be that a weaker solution would preserve the eggs and not have so bad an effect on the shells.

Preservatives number 6, 7, 8, 9, and 10 can not be reported on as to efficiency, as rats got into the building where the eggs were stored and destroyed them. From the experience had with them and with other preservatives of a similar character, we feel reasonably safe in saying that they are not as satisfactory as the liquid preparations, because of the extra labor in putting up and the evaporation that takes place, leaving the eggs shrunken in appearance when broken.

Many people think that an egg, encased as it is in a shell, may be kept anywhere without injury, but this is far from being the case, as an egg will absorb odors almost as quickly as milk and butter. The shell, which appears to the casual observer to be solid, is in reality full of small holes or canals, through which the air passes, so that if the air be tainted the egg will naturally become tainted also. From this we see that it is necessary to keep the nests clean, and after the eggs are gathered keep them where they will not be subject to objectionable odors, such as onions, cabbage, kerosene or other things that will taint them. Eggs will keep for a considerable time if they are kept where the air is pure and fresh, and if it is rather damp they will not shrink so fast as in dry, warm air. The greater success which now is had with the cold storage of eggs is due largely to the packers having realized the susceptibility of eggs to the surrounding conditions and where formerly they were put up in the same room with all sorts of vegetables, butter and cheese, they now have separate rooms for the eggs and the greatest care is taken to have the room scrupulously clean and the air pure and free from all odors.

TESTING EGGS.

In putting up eggs for future use great care should be used to have them in as good condition as possible. Never use any that have been soiled or that are cracked, and if not absolutely sure that they are perfectly fresh they should be candled or tested.

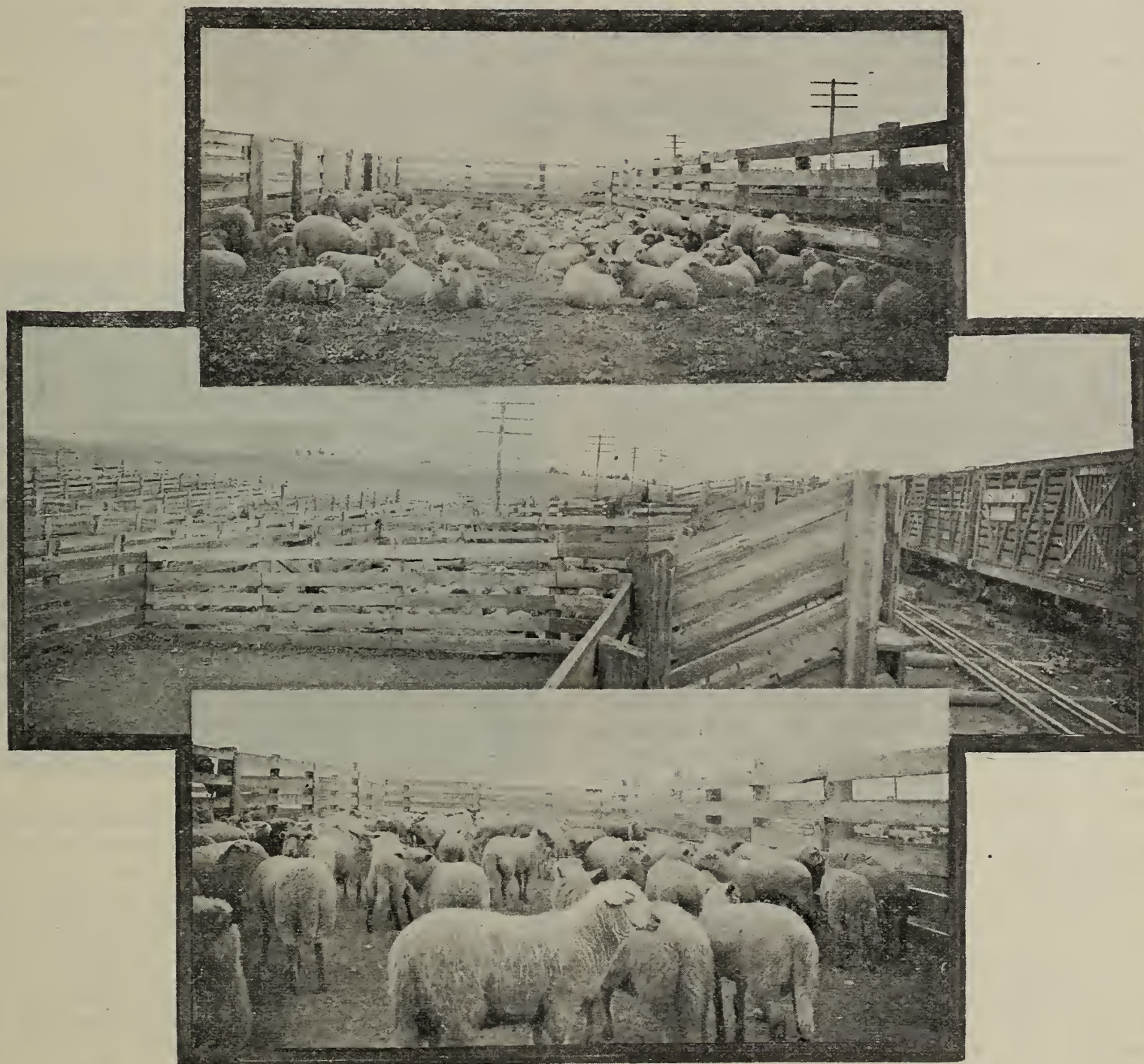
This is done by holding the egg to the light in such a way that you can see through it. If fresh the egg will be perfectly clear, and if any cloudiness is seen the egg should be discarded. The air cell at large end of the egg should also be observed, as the size of it indicates the age of the egg. In a new-laid egg no air cell can be seen, but as the egg gets older it evaporates and the air cell increases in size.

A convenient tester can be made with a box about ten inches square and eighteen inches high. The bottom should be left out and a piece of tin with a hole in the center about the size of the top of the lamp chimney used for a top. Cut a hole a little smaller than and about the shape of an egg in one side opposite where the flame of the lamp will come. A reflector on the side opposite the hole will increase the strength of the light and make it easier to tell quickly whether the egg is clear or not. Place the box over a lighted lamp, hold the egg to the hole and you can tell at once if the egg is clear. The room should be darkened when using the tester.

FUTURE OF THE SHEEP MARKET.

The present phenomenal price of sheep and the speculation due to it cause the conservative man to stop and ponder. Is there any danger of an immediate and serious collapse of the sheep market? There never was a time when a "sheep panic" would have produced more loss than at present. The speculation in sheep is at present enormous. A shrinkage in values would of course entail a great loss to the speculator, but that is none of our business; the speculator knows he is taking chances, and loss is part of the business. We are interested in the legitimate sheepman and farmer. Almost every agricultural writer in the North Central states has, for the last

Now the price of sheep is subject to the same law as the price of any other commodity; that is, the law of supply and demand. Increased demand means increased prices; decreased supply means decreased prices. The natural demand for sheep at Chicago and the surrounding markets is for mutton. The demand for mutton has been strong and prices went high. Ordinarily an increased price tends to curtail the demand and lower values to the normal standard but in this case it worked the other way. At the high prices the farmer on the high-priced land of the central states could well afford to raise sheep, hence an added demand for breeding purposes. As a result prices rose still more and the higher they went the more farmers wanted sheep, forcing the prices still higher and so on ad infinitum. But this can not last always. The small farmers are getting stocked up and henceforth will sell instead of buy.



SPRING LAMBS READY FOR SHIPMENT, CULPEPPER, VA., ON SOUTHERN RAILWAY.

year or so, been urging the small farmer to keep a few sheep. They show in the most alluring terms the profits to be derived and proved their theories by the experience of those few who have already tried it. They say, and truthfully, that at the present price of sheep the small flock would be a paying investment even at the high land values prevalent in that section. The farmers of Illinois and the surrounding states have taken the advice and have been and are still stocking up on sheep. From now on they will have sheep to sell, and if present prices continue will make a neat profit, but if prices decline they will fail and will have to quit the business. Their only salvation is continued high prices.

This demand for breeding ewes will be cut off, and not only that but the supply will be increased by the entire lamb crop of this region. Meanwhile the rangemen are holding tenaciously to their breeding stuff and there is no indication of a diminished supply from that source. Hence a crash is inevitable. Moreover, a decline even to normal prices would force the Eastern sheepman out of business and not only his lambs but his breeding stuff would be thrown on the market, and prices forced still lower. A few lucky ones may sell quickly enough to escape but as a class the small farmer who has been investing in sheep is doomed to lose money. There is no hope. He is in the same boat as Joseph Leiter was in his famous corner on wheat. As long as he was buying everything that was offered prices went up and all was merry; but when he went to sell—Presto! Joe Leiter was "broke."—*Breeders' Gazette*.

PREPARING FOWLS FOR THE SHOWS.

CHAS. F. THOMPSON & CO., IN RELIABLE POULTRY JOURNAL.

MANY a good bird in summer, or even in the early fall, will prove disappointing as he develops. The chances are certainly even that the most promising bird of today may not be the best bird to show, with the best of care and handling. How much greater the chances of his going wrong in the hands of an inexperienced man, who misses it in two or three different directions.

THE "PRECOCIOUS" BIRD IS OF LITTLE VALUE.

A difficulty that we have found is that the promising bird of today is sometimes only "precocious," or is developing prematurely. Such birds are of little value, either to show, or later, in the breeding pen. Our experience has led us to distrust the precocious birds, and we give our preference to those that are developing naturally, that grow neither too fast nor too slow, and having been bred right, are almost certain to come along satisfactorily in due time. Those are the birds that have staying power—the birds that last.

THE BUYER SHOULD ALLOW THE BREEDER TO FIT THE BIRD FOR THE SHOW.

It is preferable for the buyer of a bird for a show to have the breeder of whom he buys fit the bird for showing and ship him in season for the show. The order should be placed at least two weeks (and better four weeks) before the date of shipping. When this is done the growth of the birds is continued under the conditions he is familiar with, and the little extras of food and care are attended to; the result being that he goes to the buyer in the pink of condition and with the best possible chance to win.

An experience we had last season illustrates this point. A party wrote us about six weeks before the show for a cockerel, and we replied, telling him we would like to have ample time in which to fit the bird, if he decided to place the order with us. We heard nothing more from him until three days before the date for opening the show, and then received the order, with the request to ship immediately. We shipped a first-class cockerel, which of course went into the show without being cleaned up or "groomed," and the exhibitor was awarded second place; if the bird had been fitted for the show he would have easily won first. The buyer complained that the cockerel was cut a point for being under weight, and we told him we were not at fault; that we were not allowed time to get him up to weight and in "fit" condition. After taking a few days in which to think the matter over the customer was fair enough to acknowledge that he was at fault, that he should have given us time to condition the cockerel.

"MANY DO NOT UNDERSTAND THAT ALL BIRDS SHOULD BE FITTED FOR SHOW."

It is a frequent surprise to us that so many do not understand that all birds should be put in condition for a show. They seem to think that it is customary to go to the pens the evening before the birds leave for the show, and pick the most likely looking ones from the roosts. Notwithstanding that much has been written about placing birds in show condition, they do not seem to realize the need of it. Birds in ordinary condition are generally a little under standard weight, and it is a comparative easy matter to get them up to weight by extra food and care. This is better done gradually, however, and not by a "hurry-up" process of cramming. If the "feeding-up" is done gradually the plumage takes on a fine gloss, the comb and wattles a bright red, the whole air and manner of the bird is improved. If done too hurriedly the after effects are frequently disastrous.

Upon this point of extra feeding to place the birds in good show condition, Wright says: "Two or three weeks before a show it is often well to give a little special diet with a view to

improve the gloss of the plumage. This can not be given continuously, since one element of gloss is that the fowls be in what is called 'close feather' and the highest health. But if to thoroughly healthy birds there be given linseed twice or thrice a week for three weeks velvety lustre will often be improved greatly. The linseed is to be stewed into a thin jelly, and this jelly (with seeds and all) used hot instead of water to mix the meal with, taking enough meal for the proper friable consistency."

THE FOWLS SHOULD BE WASHED SEVERAL DAYS BEFORE THE SHOW.

White and light colored birds, and dark-colored birds if the plumage is soiled badly, should be washed and carefully dried two or three days before the show. We are frequently asked how we do this, and can not describe our method better than to quote Mr. Wright again. In practice we vary but little from this method, of course using judgment as to the proper amount of cleansing each bird requires.

PENNING AND HANDLING THE FOWLS IS ADVISABLE.

"A week before a show the exhibits should be cooped, using coops rather larger than at the shows, in order that they may get used to the confinement, and become tame. To the latter end they should be often visited, and used to being turned about with a judging-stick; if after each occasion they are thrown a few grains of wheat or hempseed (allowing for all this in their diet) they will rapidly become tame and familiar, coming to the front of the coop. Such penning also cleans the darker colors effectually; and is before they are penned the legs and heads are thoroughly washed, and care has been taken of the birds in their runs, for such colors often no more will be needed. A nail brush is often handy for cleaning heads and legs, in other cases a sponge may suffice. The coops should first be covered with gravel or grit, and over this clean chaff, the droppings being frequently taken away, and both materials renewed whenever necessary.

"For light colored fowls, however, or for such as have much white in their plumage, the cleansing process above described will often be found insufficient. In such cases the birds must be carefully washed with soap and water before sending off, and good or bad washing may make all the difference between winning and losing.

HOW TO SUCCESSFULLY WASH FOWLS.

"A large tub or pan must be provided, and half filled with warm water. The very first step is to clean thoroughly the feet and legs, which always are of a color to need this in light-colored fowls; and if they are dirty the water in which they are washed should be thrown away and clean substituted—a hardish brush will be useful in scrubbing the shanks. The head is washed next, using a soft nail brush on the comb if needful; after that the first step is to thoroughly soak the plumage by the use of a sponge. Then the plumage is to be thoroughly washed with a sponge and good white soap, the greater point being to ensure that it really is quite clean, and rubbing freely almost every way, except up or nearly up the feathers, which must be avoided.

"Being sure the fowl is quite clean, the next point is to make certain by change of waters, that every particle of soap is washed out of the plumage. If any is left in, the feathers will clog or look ragged; but if all is removed, the bird being partially dried with a towel first, is afterwards left in a lined coop in front of a good fire to dry gradually. Some dry almost in the hand, turning the fowl round occasionally on straw. It is preferable to give the last rinse in cold water, to prevent the bird catching cold, and also to prevent any debilitating effect from hot water used in washing. It must always be done if the bird appears faint, as it sometimes will. Many people think that the addition of an ounce of borax and a spoonful of honey to the last tub of water makes the plumage "web" better in

drying and look more lustrous. We were never able to satisfy ourselves that it made much, if any, difference.

"THOROUGH WASHING AND RINSING ARE THE ONLY SECRETS."

"Some people never seem able to wash fowls well; but it may be said in brief that thorough washing and thorough rinsing are the only secrets. For white fowls it is well to use a very little "blue" in the last water, to heighten the apparent purity of the white. If overdone, this will defeat itself, and look ridiculous; a very little suffices. The object is to make the white look bright and free from yellow; not to make it look blue. Really yellow plumage can not, however, be whitened in this way. Of course the sun has much influence on this point, and green shade has much to do with exhibiting white fowls. But breeding has even more, and there are strains which appear far yellower, even when shaded, than others allowed full liberty in the sun."

This description of washing and drying fowls can hardly be improved upon, and substantially we follow this method. Mr. Wright says "yellow soap," which we have changed to white, since no one now uses yellow soap, so far as we know. White soap is far superior to yellow for washing birds.

The caution to rinse all the soap out of the plumage before drying is most important, and here is where many fail.



A GROUP OF YOUNG STOCK ON THE WOODLAWN POULTRY FARM, MRS. R. H. BELL IN THE FOREGROUND.

We also would advise warm water where Mr. Wright says hot—water about blood-warm, or just a little warmer, is just right. Similarly with the last rinsing in cold water, we would say "cool," not cold water. Washing fowls for the show room is an art, and has to be learned by experience. Don't be discouraged if you do not succeed the first time; the motto to "try, try again" especially applies here.

SOME THINGS TO DO.

To keep those brood coops away from the wood piles or other places where varmints can hide and prey on your stock at night.

To sit down and write your experience in chick raising this season, giving your ups and downs for the benefit of others and let THE INDUSTRIOUS HEN have it for publication.

To make up your mind to show some birds at every exhibition within your reach this season; never mind what method of judging is employed, exhibiting your birds will advertise them.

To teach all your fowls that you are their friend. Don't have wild, scared chickens that run every time you move;

such a condition is a hindrance to success and does not in any way help to fill the egg basket.

To take a great deal of the rot you see printed about poultry "cum granum salis." Use common sense and your own judgment; a combination of these two ingredients will often work wonders when other things fail.

To see that nothing of a poisonous nature, like carrion of any kind, is lying around where the chicks can get at it. This filth causes what is known as "limberneck," just as sure as they get among it, and that means death.

To apply a liquid lice remedy to the roosts and walls of the roosting house, and a little applied to the nest boxes will make life a burden to any vermin that might possibly be lurking there, and that without invitation.

To make up your mind to line breed, and to "take no other" plan. It is the only sure way to ultimate success. Right in this very thing is one of the pillar of success with many of the specialists of the day, who often sell specimens of their raising at from \$25.00 to \$100.00 each.

To avoid over-crowding your young, or old stock for that matter, in their roosting quarters; it debilitates them and gets their constitution into splendid condition for taking any disease that may happen their way, and fowls are heir to quite a lot of them, often superinduced by carelessness—a deadly foe to poultry culture.

THE INDUSTRIOUS HEN is just in receipt of the Premium list of The Tennessee State Breeders' Association. Their show is to be held at Nashville, Tenn., the first week in January, 1906, and they have prepared and now present to the poultrymen a most attractive list of premiums. A more detailed statement will appear in our December show number. In the meantime write to Jno. A. Murkin, Jr., Secretary, Box 6, Nashville, Tenn., and he will promptly send you a copy, together with entry blanks.

SHOW DATES.

Mobile Poultry Breeders' Show, Mobile, Ala., November 28-December 1, 1905. F. J. Marshall, Judge. E. P. Hayssen, Secretary.

Charleston Poultry Association, Charleston, S. C., November 27-December 4, 1905. T. J. McCarty, Secretary; Dr. S. T. Lee and F. J. Marshall, Judges.

Huntsville, Ala., December 5, 6, 7, 8, 1905. Jno. L. Hay, Secretary.

Monroe, N. C.—Dec. 12-15, 1905. T. P. Dillon, Secy.; F. J. Marshall, Judge.

Birmingham, Ala.—Dec. 12-15, 1905. Chas. Barber, Secy.; S. B. Johnson, Judge.

Bristol, Tenn., December 13, 14, 15. R. L. Cannon, Secretary; D. M. Owen, Judge.

Atlanta, Ga., December 15-21. C. O. Harwell, Secretary; F. J. Marshall and S. B. Johnston, Judges.

Columbia, Tenn.—Dec. 19-22. R. S. Hopkins, Secy.; F. J. Marshall, Judge.

Cleveland, Tenn.—Dec. 20-22, 1905. A. J. Lawson, Secy.; D. M. Owen, Judge.

Mississippi Poultry and Pet Stock Association, Aberdeen, Miss., December 26 to 30, 1905. Addison Brannon, Secretary.

Nashville, Tenn., January 1-6, 1906. Jno. A. Murkin, Jr., Secretary. Judges F. J. Marshall, Loring Brown.

Augusta Poultry, Pigeon, Belgian Hare and Pet Stock Club, Augusta, Ga., January 8 to 12, 1906. J. W. Kellingsworth, Secretary.

Chattanooga, Tenn., January 10-13, 1906. W. F. Maury, Secretary; F. J. Marshall, Judge.

Charlotte, N. C.—Jan. 16-20, 1906. W. B. Alexander, Secy.; H. P. Schwab, Judge.

Montgomery, Ala., January 18-19. L. D. Teasley, Secretary; S. B. Johnson, Judge.

Knoxville, Tenn.—Jan. 17-19, 1906. R. S. Porter, Secy.; D. M. Owen, Judge.

LaGrange, Ga., February 5-9, 1906, W. S. Davis, Secretary.

SOME PRACTICAL QUESTIONS—H. E. BRANCH, Associate Editor, Chalk Level, Mo.

IN THE last issue of THE INDUSTRIOUS HEN an article by W. F. Brittin, copied from *Successful Poultry Journal*, struck me as being much to the point and of great economic interest to poultry breeders. The greatest factor in any successful enterprise is economy of production. Mr. Brittin has given us data that will prove of great value to thoughtful breeders. It is not my purpose to question Mr. Brittin's deductions in the least as I frankly acknowledge the great value of his contribution to poultry literature and thank him for the same in the interests of progressive poultry culture. My purpose is to call attention to some very important factors in economy of production omitted from Mr. Brittin's equation, and I feel assured he will give us the value of the unknown quantities in some future contribution. Had Mr. Brittin kept the account of the two breeds separate, his contribution to a knowledge of practical poultry culture would, in my estimation, have exceeded in value any thing found in our current literature.

As I have frequently stated and now repeat with emphasis, *Economy of energy is the greatest factor in successful enterprise*. It is not what we make but what we save that adds to our net income, hence any factor that will diminish cost and add to net profit is of prime importance and must be given careful attention. If one breed will produce eggs and meat with greater economy and more net profit than another breed it is very important to the success of our enterprise that we be made acquainted with the facts. Mr. Brittin's test has been with Plymouth Rocks and Leghorns, breeds very dissimilar in character. While he gives us the average cost, 6c per dozen eggs, for a period of five months, he makes no discrimination between breeds. The factors of cost of production for each breed are not taken into consideration, a very important element in this problem. We not only want to know the number of eggs from each pen but we want to know the *weight* and the *cost* of the product derived from each breed. The weight of eggs is a very important factor if we want to determine the approximate value of our net food product. The two dozen Leghorn hens laid 98 more eggs in the five months than were laid by the same number of Rocks, yet it is a well known fact that Rocks lay larger eggs and this factor must be considered. Will the excessive weight of Rock eggs offset the excessive number of Leghorn eggs? Is the cost per dozen of Rock eggs the same as that of Leghorns? Does it cost as much for food per diem for two dozen Leghorns as it will for the same number of Rocks? Will the Rocks mature as early and come into profitable service as quickly as the Leghorns? If not what shall we charge to the Rock's account during this period of inactivity? What is the relative cost per pound live weight for the meat product of each breed? Again, the cost of housing is another element that seriously affects this question. Can we comfortably house two dozen Rocks in quarters adapted to a like number of Leghorns?

Will Mr. Brittin study these questions closely and then in response thereto take two dozen chicks of each breed as soon as sex can be determined, conduct a test for nine or twelve months, keeping a separate and strict account with each breed showing every item of expense and income connected therewith? An experiment of the kind suggested fairly conducted will be of greater practical value to the poultry breeder than all the shows so far held.

Mr. Brittin makes a good showing and his data clearly proves that he has developed an excellent strain of laying Rocks. His record shows an average of more than 14½ eggs per hen per month or more than 174 eggs per hen per year, being more than double the average yield and clearly demon-

strates the great value of intelligence applied to breeding operations. If the man that causes two blades of grass to grow where formerly but one was found, is a public benefactor, what shall be the limit of our praise for such men as Brittin? Shall we emulate Mr. Brittin in the production of eggs or Mr. Thompson in the production of "Ringlets?" Take your choice, but remember you can't excel in both.

Now, I want to put another question to Mr. Brittin and hope he will answer it without *delay*. Will Mr. Brittin kindly give us the combined weight of those 24 Rock hens? My reason for that question is, I have seen in agricultural and poultry journals pictures of great Rock layers yet judged from photos not *one* of those birds was standard type. Their necks and legs were longer, heads carried higher—in fact, their appearance indicated greater nervous energy and activity than are possessed by "Standard" bred Rocks.

Mr. Brooking, a breeder of Rocks, said in *Successful Poultry Journal*: "I have paid particular attention to the weight of fowls and find where they keep pure bred stock there is only about one in ten that will come up to 'Standard' weight." My experience is that Mr. Brooking is rather under than over the mark because he is a stickler for "Standard" weights. Now, the question naturally occurs, Does one success to nine failures constitute a reliable standard and a fixed type? Hadn't we better fix it some more?

POULTRY OUTLOOK.

JNO. A. MURKIN, JR., SECT. STATE BREEDERS' ASSOCIATION.

(In Nashville American.)

IT WOULD be a difficult proposition indeed to estimate the wealth and the prosperity that lies behind the work, the efforts and the interests of the people of this state. Tennessee, for natural reasons, is and always must be, the greatest agricultural state in the Union. So large a percentage of the soil within her borders being susceptible of the highest development that farming and agricultural pursuits will always overshadow that of any other interest. While Tennessee has made wonderful progress in all branches of agriculture, live stock, etc., there is one most important interest that has not yet received the attention it deserves from the people of the state, and that interest is poultry raising. No state in the whole Union offers such advantages as the State of Tennessee for the production of fine poultry and eggs, and yet we are far behind the leaders as a poultry and egg-producing state. The poultry industry of the State of Illinois amounts to \$21,000,000 per annum. Missouri, during the past year, derived from the sale of poultry and eggs \$17,000 more than from all other products of the state combined, including corn, wheat, oats, flax, timothy seed, clover seed, millet seed, cane seed, castor beans, cotton-seed, tobacco, broom corn, hay and straw—and yet the old hen was neglected and left by the farmer to forage for herself; where we have mentioned but the two states, the last census shows that the same thing is true in nearly every state in the Union. Tennessee is receiving just a little more than \$7,000,000 per annum for her poultry and eggs, and yet the conditions in this state are such that the poultry business is capable of indefinite expansion—and we should be in position to meet the demands of any market.

It is a notable fact, however, that considering the heavy demand for Southern poultry and eggs by Northern markets, the dealers of this section are unable to supply the demand. There is no farming interest that is of as much importance to

the farmers of Tennessee today as that of raising thoroughbred poultry.

The poultry and egg crop constitute in the aggregate one of the most important and valuable products of American agriculture. There is no more staple and popular article of food in existence. In order to meet the demands made upon us there are two things to which we must turn our attention, and with well directed efforts it will not be many years before Tennessee will forge to the front as one of the leading poultry and egg producing states of the world.

The first is the lack of production and the second the tendency on the part of the farmers to breed poor chickens. First of all, good breeding stock must be obtained. Fowls of the type, size and quality now demanded by the markets can not be produced from undersized and inferior stock. With the right kind of breeding stock, the battle is half won, but much depends on the care and feeding. There is no reason that Tennessee, with its magnificent climatic conditions, its vast area of rich and fertile soils, its rich grains and grasses, should not produce poultry that in quality can not be excelled in the world. Ample foundation stock can be obtained right here in our own state, as good as can be found anywhere, if the farmers can be induced to enter upon this branch of the agricultural industry.

It costs no more to raise a thoroughbred fowl than a common scrub. The hen that lays eggs that are worth from 25 cents to 35 cents per dozen is the hen to breed from rather than the hen that lays eggs that are worth only 12 to 15 cents per dozen. One could not expect a hen not bred from a heavy laying strain to lay as well as one that was bred for egg production any more than to expect the common cow to yield the same amount of butter fat as the pure bred Jersey. The strain must be back of the flock.

It is possible by selection, careful breeding and scientific feeding to double the number of eggs which the hen will lay. Give the hen the right treatment and she will repay every kindness if she is the right kind. Feed for eggs and if she does not respond to the music sell her and get the right-kind.

It is possible to make a thoroughbred hen pay from \$1.50 to \$2 a year profit and when the feed can be raised on a few acres of ground it is possible to make them pay more than this. These are facts demonstrated time and again.

As I have stated, there is no more expense attached to raising a thoroughbred fowl than a common one, yet as a matter of fact thoroughbreds yield 100 per cent better profit and are worth in every way many times the value of the common or scrub chicken.

All that the farmers of Tennessee have to do is to take advantage of these opportunities, the demand from the Northern markets for Southern poultry and eggs of the first quality is growing heavier every day. There is no end to the business. The cost of raising poultry is small when compared with the high prices they command. For the small amount of money required I know of no other legitimate business that will bring quicker or better returns than poultry. It is a sure business where one understands it, because you can generally control the conditions which assure success if you will but attend to it. There is money in poultry, and will be for years to come. The products of a thoroughbred poultry farm always represent so much cash.

The demand is greater than the supply, and so long as this is the case, and as soon as the farmers of the state eliminate the mongrel, so soon will Tennessee take its rightful place as a poultry and egg producing state.

INTEREST INCREASING.

I am glad to note that an interest is being taken in the matter of raising thoroughbred poultry throughout the state, however, and it is growing in every direction. I am glad, too, to note that the *Daily Nashville American* is strongly advocating the cutting out of the common scrub and planting in its

place the thoroughbred fowl. Much of the interest that has risen in this matter is due to the *American's* efforts along these lines, and it is to be hoped that the press of the state will take it up, push it forward, and all make one great and mighty effort for more and better poultry in the old Volunteer State.

In this connection I might say the matter will be presented to the State Fair committee. They, too, will no doubt make ample provisions for the poultry department, which should and will be one of the most important features of the fair. The poultrymen and farmers of Tennessee would gladly welcome a special building devoted to the poultry industry of the state, which would become one of the most attractive buildings on the grounds, where the farmer could learn the proper care of poultry, the right breeds to adopt, and why their hens do not lay the full amount of eggs expected of them.

POULTRY RAISING FOR PROFIT.

Did you know that the "egg-and-poultry earnings" of the United States ranked first, exceeding "King (?) Cotton" by over \$20,000,000, and exceeding by nearly \$10,000,000 the combined output, or earnings, of gold, silver, sheep and wool?

There is no greater money-maker in the world today than the patient American hen. Thus saith an authority, by name Franklin Forbes, and what he has to say is usually accepted without question. However much one may be disposed to question this statement, all doubts and questions fade away when the cold bare facts are considered.

That Mr. Forbes has gone deeply into the subject of poultry and eggs is evident. For instance, he has taken the trouble to make numerous calculations. He has discovered that the hens' eggs produced in the country annually would fill 43,127,000 crates, each of the latter holding 360 eggs; also, a train of refrigerator cars to carry these eggs would be nearly 900 miles long; furthermore, it would take 107,818 such cars to make up this train.

The ideal hen, Mr. Forbes discovers through the scientists, should lay about two hundred eggs a year. There are many gifted creatures of this sort, and millions would be added to the national wealth if all chickens could be persuaded to make such performances their ambition.

Exhaustive experiments by well-equipped investigators prove that the egg deserves its reputation as an easily assimilated and highly nutritious food, if eaten raw or lightly cooked. Such experiments also show that eggs at 12 cents a dozen are a cheap source of nutrients; at 16 cents somewhat expensive, and at 25 cents and over highly extravagant.

Cotton, wheat, sugar and other commodities are frequently the subject of newspaper notoriety and readily lend themselves to 60-point headlines in the yellow journals. The gamblers in these commodities are frequently in the center of the stage with the calcium beaming full upon them, while the gallery grows hysterical. But unless the poultry and egg man turns up with a crowing hen, or an egg which was laid with the inscription "In God We Trust," or "Prepare ye the way," plainly inscribed upon the outer covering of the fruit, he gets not into print, and quietly pursues the even tenor of his way gathering in the shekels, fearing neither a trust nor a campaign fund solicitor.

The inventor of the incubator and successful efforts to evolve strains that answer special purposes as layers or flesh-acquirers, have rendered profitable chicken-farming possible. It took years of effort and trial to bring to perfection the simple little box of glass and wood with its lamp and other apparently trifling attachments, but it has now reached the point where it performs to perfection the maternal functions of the hen. Spring chickens are now produced all the year round and it is no longer necessary to wait until the hen takes a notion to "set" under the neighbor's front porch, disdaining the nest which has been so thoughtfully provided. It is not improb-

able that the incubator will operate to eventually produce a type of hen with no instinct of motherhood beyond the laying of the necessary egg.

Frequent publications in *The American* anent the growing importance of the egg and poultry industry, coupled with more than occasional references to the poultry show to be given in Nashville in January, have served to stimulate and increase the interest in chicken-raising. A general story of the industry will therefore be of interest. Not alone may the subject be touched upon from a general standpoint, but the benefit to be derived by the people of Tennessee from the coming show, will be pertinent.

Although the point may at first not appear to the casual reader the man who occasionally eats fried chicken and the housewife whose barnyard is the grocer's egg crate are alike interested in the coming show, and will find that the holding of such expositions or exhibitions means much to them.

Uncle Sam, in the year 1900, took pains to ascertain of what value the eggs and poultry industry was. He also investigated all other industries. Here is the result:

Eggs and poultry	\$280,000,000
Gold, silver, sheep and wool	272,434,315
Cotton	259,161,640
Wheat	229,000,000
Hogs	186,529,035
Oats	78,984,900
Potatoes	75,000,000
Tobacco	35,579,225

Study these figures. Ponder them well, and then deny the statement that the American hen is Queen.

As an instance of the growth of the egg industry one might point to the exportations and importations of 1890 and 1900. In 1890 exports worth about \$59,000 and importations aggregated \$2,000,000. In 1900 there was exported nearly \$750,000 worth of eggs and the imports were very small. At present the exports are probably worth \$1,000,000 a year, with importations practically nothing. Thus hath the great American hen forged to the front.

Before going into the subject from a local, or rather state and local standpoint, a brief glance over the breeding field will be pertinent. There are eighty-seven standard and a large number of promiscuous varieties of chickens raised in this country. The standard varieties include:

American class, general purpose breeds.

Asiatic class, meat or table breeds.

Mediterranean class, egg breeds.

Ornamental breeds, including Polish, exhibition, game, miscellaneous and bantam classes.

The Wyandottes, Plymouth Rocks and Leghorns are the most popular birds, the first two being general purpose breeds and the Leghorn essentially an egg-producer. The Wyandottes are strictly American produced birds and the family tree is not over a quarter century old. Several strains, including the Dark Brahma, Silver-Spangled Hamburg Breda and Cochin have been combined to form the Wyandotte, which while not as heavy as Plymouth Rocks, are excellent for table purposes, have hardy constitutions and lay prolifically.

There are numerous varieties of these three breeds. The Barred Plymouth Rock is frequently referred to as the American all-round chicken. The Leghorn is of ancient Italian lineage, introduced into this country about seventy years ago. Only its size causes it to fall short of ideality for table purposes. Leghorns are light feeders, mature quickly, feather early and begin to lay when four or five months old, averaging 150 to 200 eggs a year.

Within the past few years the industry has made most remarkable strides in Tennessee. If the real figures were obtainable they would be almost past credence. The statistics of 1900 are so much out of date that to print them would be useless, for well-informed men engaged in the business simply throw up their hands when asked to approximate within a

hundred thousand dollars or two. Estimates as to the percentage of increase vary between 100 and 300 per cent.

As an indication of how the poultry dealers look upon the poultry show, and the worth of the efforts made to increase interest in blooded poultry stock, J. J. Odil, of the Nashville Produce Company, said during a conversation:

"The conditions at present are remarkable. Despite largely increased production the demand is above the supply, and the price has increased something like 50 per cent. in the past few years. The tonnage of poultry is largely in excess of what it has ever been and while it is increasing in apparently arithmetical progression the demand is increasing in almost geometrical progression. At least it seems so, though it is hardly that bad.

"But the congested centers of population which can not raise poultry must be fed. We are receiving millions of people every year from foreign shores and the natural increase in population, the new growth of the West and South and countless other factors are contributing to the increased demand. Eggs and poultry are more largely employed for food than ever.

"Anything that attracts the attention of the people to the poultry business must have a good effect, and I am anticipating that the effect of the coming poultry shows will be reflected in the poultry and egg output of next year. We must have a big increase in poultry tonnage, and there is a mint of money in it for all who embark in it rightly.

"The improved breeds of poultry are larger and are better food than the old scrubs we used to be accustomed to. There ought to be more blooded poultry farms in order that the supply of blooded cocks might be equal to the demand. Every farmer in the state ought to get rid of his scrub cocks and secure blooded ones. The result would be vastly beneficial to his pocketbook, for his eggs would be better and larger, and his poultry likewise."—*Nashville American*.

BUYING FOUNDATION STOCK.

A. J. LAWSON.



HIS question comes to every one who is thinking of going into the poultry business, either for profit or pleasure. First, I want to say, buy from the breeder who is as close to you as you can find, provided he can prove to you that he has what you want and his prices are right. When I say right prices, I do not mean for you to expect to get good breeders for \$1.00 or \$1.50 each; but you ought to get good breeders at from \$2.50 to \$5.00 each.

Second, when you go to look for the breeders who have what you want do not go to the county newspaper but go to an up-to-date poultry journal. My reason for saying a good poultry journal is because their editors feel their responsibility to the buyers of fancy poultry and eggs for hatching and most of the editors are keeping out of the columns of their papers, as far as possible, dishonest advertisers. You are more likely to find a breeder's name who has what you want in a good poultry paper.

My reason for buying as close home as we can find what we want, is, first, that the breeder who has not got a good reputation where he is best known is not right in every respect, and next, the express charges and possible delays have something to do with it if our means are limited. I do not care what breed or what variety you decide you want, I think the first thing to be considered is egg production. You show me the hen that does not lay and I will show you a hen that does not pay. It matters not what she is worth, the time is here now that she must lay eggs if she is paying her owner any thing. While I am a fancier in the fullest sense of the word, and I give all of the credit for the upbuilding of the poultry industry in this and every other country to the fancier, yet I say, that we must not lose sight of the all-important side of the poultry business, namely, egg production.

It is not necessary to drop off or drop down in a single section from building up our birds to the very top in fancy in order to improve the egg production. Eight years experience in the poultry business has proven to my entire satisfaction that a White Wyandotte pullet to score 96½ points does not have to stop laying. I expect to keep my eyes open to the egg side of the question ever looking for a full egg basket, no matter how deep the snow or how hot the sun is shining.



EGGS STOLEN FROM OTHER NESTS

There is no doubt but that an illustrated ad is more effective than one containing no illustration. At the same time a poor illustration is worse than none at all. Art work is cheap these days and every poultryman should have a few original illustrations of his own, to use in his advertising and printed matter.

* * *

The show room is the place to prove the quality of your stock. The people who buy want to know what the judge says, not what you say. Now is the time to start to prepare your fowls for next winter's shows. Select the promising looking chicks and give them the care and attention they require. You can not prepare a bird for the show room in two or three weeks.—*Gulf State Poultry Journal*.

* * *

Did you ever notice your chicks going around with their wings dragging almost to the ground? I have lost hundreds in this condition and until a few years ago I knew no remedy. A poultryman told me to pull their long wing feathers out. He said their wings were getting long too early. Since learning that I have lost none from that cause. I have tried cutting them off close to the skin and found it equally effective and less painful.

* * *

The veteran I. K. Felch suggests that to the boy of twelve years: "If you will hatch and raise twenty-five chickens a year, winter twelve females and a male, and will follow my directions for thirty years, at forty-two you may have in the bank or invested in a farm, \$3,000, and at my age \$10,000 to leave to your children; and you can do it all before breakfast and after supper and attend to all other necessary control of your business or your play."

* * *

The successful advertiser is the advertiser who advertises systematically, judiciously and continuously. He who advertises spasmodically, even though he uses the best mediums, is rarely, if ever, successful. Get in and stay in if you are after business. Advertise precisely what you have to sell, and when you've made

a customer you will keep him. The best advertisement in the world is a pleased customer, and the only way to find a pleased customer is to advertise for him.—*Poultry Review*.

* * *

Prolific egg records and score cards were practically divorced many years ago. The breeder who can effect a reconciliation of these individuals will be in the line of progression in the poultry industry. Utility is the foundation of poultry breeding. The average farmer must grow a carcass that will command attention in the market; but he must have plenty of eggs to pay the running expenses of his flock. Every one can not win first prize for fancy plumage, but it is within the power of every breeder to perfect a strain of prolific layers.—*Western Poultry World*.

* * *

One's person is on exhibition as well as his stock and ability. Unfortunately many exhibitors overlook this matter. Some men with whiskers behave sometimes in the show room as though their immediate supreme head were a papa and club. Some look as though they would be the better with a nurse. You preach and practice the "gospel of good clothes" and pleasing appearance with your fowls, "are ye not much better than chickens." Proper regard for personal appearance and gentlemanly conduct are even more attractive than premium cards to a large class of the best buyers.

* * *

The poultry show is a great educator. The breeder who can not learn something worth while is hopelessly stupid. One needs to know the weak and strong points of his own stock and can not afford to be ignorant of the quality properties of others' stock. Exhibitors are usually a genial, whole-souled people with great talking capacity. They delight in comparing notes. Place two chicken cranks in close proximity to each other and each is charged to make the other go. The judge is often a suggestive and stimulating article. Everything about a well-conducted poultry show tends to brighten and broaden the horoscope.

"The chief points for the practical poultryman to consider are the strength and vigor of his stock, and it is in the chicks that he does his best work in this field. The chicks have "the right to be well hatched," and to this end we should see to it that they have ancestors that are abundantly endowed with strong constitutions, are fed and cared for under the conditions that promote good health, and then, (and not till then) may we expect the chicks will be well equipped with strength and vigor; will "hatch like popping corn;" will grow like weeds; and will approve themselves "well born" by filling the nests with eggs next fall and winter."—*American Poultry Advocate*.

* * *

Where one gives time and study to poultry it pays wonderfully, and some go so far as to say that the hen is the greatest wealth producer in America. However this may be, it is certain that more attention is being given to poultry than ever before. There are many who use eggs as a substitute for meat, and there will always be a demand for them no matter how much the price varies with the season, and as the highest prices are realized during the holidays one ought to manage so as to have the pullets come into laying at that time. Neither the old fowls nor the pullets will lay during severely cold weather, however, unless given the warmth they require and the proper food.—*Exchange*.

* * *

If you have a few promising birds this fall do not hesitate because you have never exhibited before. By all means show them. If you fail to win, if you have the spirit of a true fancier you will go home with your mind made up to have the best that's going another year. While your birds stand an equal chance of winning without your attendance, if possible go yourself and if you do come in well on the winnings you will enjoy it all the more, or if you can not understand why the other fellow won, by all means ask the judge and when you really see the reason you will be better satisfied. So go by all means, as the large

load of enthusiasm you will pick up will repay you amply. You will find a warm spirit of fraternity among poultrymen and a cordial reception, and all the little points that really constitute so much in competition can generally be had for the asking.—*Poultry Standard*.

* * *

One of the greatest faults of the modern business man is the exaggeration of the qualities of his business interest. He thinks it necessary for him to make a big display to produce a small effect. If the goods that a business man represents are not of a sufficient merit to speak for themselves upon the actual worth they deserve no representation, and are not worthy of the public support. So it is that dishonesty comes in unawares to us. In the poultry business a man will advertise his goods away up above their actual worth, and then some innocent person readily reads and takes all for granted as a mere statement of the profound truth. He orders some of the goods and when it arrives he finds it is not as represented in the advertisement and he is therefore prejudiced against the other party and has no interest in his stock or style of business transactions. Is not a pleased customer the best advertisement you ever had?—*American Poultry Advocate*.

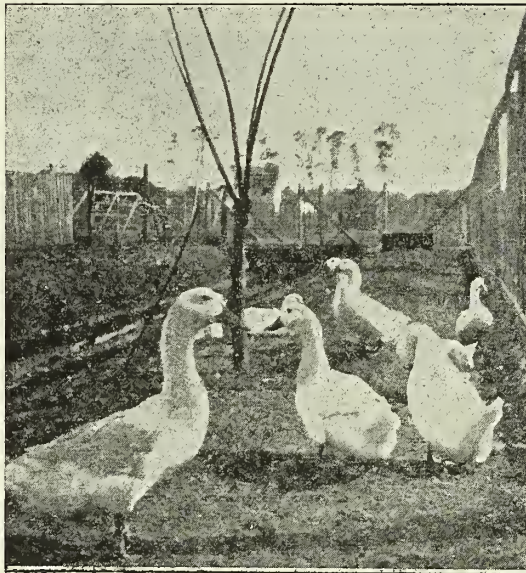
* * *

The foundation of success in the poultry business is good breeding stock, that from which the future layers are to come. In selecting and saving breeding-stock for next year, keep the old geese, turkeys and ducks, also all hens, that have done good service. It is quite probable that they may have fallen behind those that are young as egg producers, but it is a rule that the strongest young stock are procured from the matured birds. The hundreds of chicks that, as a rule, fall by the wayside and perish from no apparent cause are the offspring of pullets. Breeding from the younger stock every year destroys the turkeys. This fault is not so frequent with geese, as the old ones are not salable in the market, the young ones only being sold, and the result is that geese give less trouble in raising than any other class of poultry. There is a tendency to place too much reliance upon young ducks for breeding purposes, resulting in an increased loss of ducklings every year. When the old ducks only are used, and breeders select the best and most vigorous for breeding purposes, the difficulty of weak offspring will be overcome.

* * *

There is a greater interest being taken in standard-bred poultry than ever before. More people are going into the business and there is a greater demand for stock, which means that good stock

is bringing better prices, and any breeder who judiciously advertises his stock can be assured of a profitable trade. One admirable feature of poultry advertising is that a breeder can carry a fair sized ad even though he has only a small amount of stock to sell and he can make the ad pay under these conditions, provided he selects a publication with a reasonably low advertising rate combined with sufficient legitimate circulation to support it. There is no denying the fact that there is good and bad in poultry journal advertising, the same as there is in anything else, but a little careful study of the field ought to give the average breeder an insight into conditions which would enable him to intelligently decide where to spend his money. But whatever his judgment in this respect, he should exercise it promptly and not deliberately handicap himself by hanging back and waiting till the show season opens before putting in his best licks to secure his



ALONG THE S. A. L. RY.

share of the trade which will be done at that time. The ad should of course occupy sufficient space for the owner of it to set forth fully and intelligently the reasons why the public should patronize him.—*Frank Heck in Successful Poultry Journal*.

* * *

The downright huckster should be driven from off the face of the earth—this unscrupulous jobber of job lots is a menace to the business that surely needs surpressing. The usual plan is to pick up job lots of culls under one name and dispose of them through another name, using a multi-colored elaborate catalogue, usually containing a handsome illustration done in wash drawing, depicting a poultry plant covering forty acres, more or less, and as handsome as a city park—when in reality such a plant exists only in the fertile mind of the artist and could not be located with all the constables in Polk county. This thing of buying eggs in case lots and depend-

ing upon the services of an express company to repack these eggs into the usual small baskets, no doubt accounts for the reason of getting seven kinds of chickens from three settings of eggs and might also account for not getting a single chick from a single setting of eggs. Such tactics may be a money-maker and enable a huckster to employ fourteen stenographers, but its killing the business of the honest fancier, for the reason that a burnt child dreads the fire—the party that is once caught by the red-handed huckster will exchange eggs with his neighbor for the balance of his life time. The Poultry Press Association has a question to handle here, that is of much more importance than the “free reader” that seems to have disturbed the mental equilibrium of the promoters.

* * *

There was never a better opportunity to start in and make a success of the poultry business than the present; the market for eggs and poultry is always good, and the demand always exceeds the supply. Prices are high, and it costs no more after you get your start to raise pure-bred fowls, that are a delight to the eye, and a ready sale at good prices, than it does to raise the mongrels, that are usually poor layers, and poor sellers in the market.

Start in now, get some first class stock from some good reliable breeder, sell off the old at what you can get, make a good comfortable house for them, pay as much attention to them as you do to your other stock accordingly, and you will find that your poultry is one of the best, if not the very best, paying propositions on the farm.

If you are a beginner, attend some exhibition and pick out the breed that you like best and that you think will give you the best results. Buy from some reliable breeder a good pen to start with, don't hesitate about paying a good price for good stock; better invest a few dollars more on the start and start right.

Take several good poultry papers, for they are full of useful information that will be of great value to you and you will get pointers every month that are worth more than the subscription price.

Keep your birds in close quarters, study their good points, pick out the best ones each year for your breeding pens, and you will be surprised to see how much improvement you can make a few years by careful attention.

If you expect to make a success of your business, you must advertise and let the people know what you have for sale, and by living up to your agreements and giving your customers a square deal, you will soon have a business that will pay you a good profit on the investment, and be a source of pleasure besides.



"I am highly pleased with the INDUSTRIOUS HEN."—Plummer McCullough, Mercer, Pa.

* * *

"Am very glad to note the wonderful strides made in that "Old HEN." She has, beyond doubt, got a "hustle on herself."—Walter P. Laird, Buffalo, N. Y.

* * *

"You are making a very fine paper every month, and although we are in the North, I very much enjoy the Southern HEN's appearance."—Mrs. C. W. Brown, Chariton, Ia.

* * *

"Your September number has been on my desk some time—in fact I did not recognize it as there has been such a change in it during the past few months."—Robt. H. Essex.

* * *

You are certainly to be congratulated in working up so good a poultry journal in so short a time. Will close for this time with very best wishes for you and the "Old HEN."—J. W. L. Thompson.

* * *

A friend down in South Carolina writes: "Can you give me the names of a breeder or two in Buff Cochins? I wish to purchase a trio." Where are our Buff Cochin breeders? Better get your name in THE HEN.

* * *

"We have a fine lot of young stock, and it is showing up in fine shape. We have rented a fine place, fitted up for the poultry business near Evansville, Ind. With best wishes for THE INDUSTRIOUS HEN."—A. F. Bruner & Son.

* * *

L. W. Hamersly writes that the Lynchburg, Va., fair was a great success. That he won all the first on Single Comb White Leghorns and was thereby made happy. Bring them over to Knoxville and let's have a look at them.

* * *

"The people in this section of Virginia are very much interested in poultry." The above is taken from a letter of our friend S. S. Stansbury, of Richmond, Va., who represented THE HEN at the Roanoke fair and was writing from that point. We hope the HEN's monthly visit will augment that interest.

"I certainly must congratulate you on your paper. THE HEN has come to the front and is laying eggs that will hatch prize winners. You can count on me as one of your advertisers for 1906. I will certainly be with the boys at Knoxville."—Geo. Darwin, Green Grove, Ala.

* * *

"Please mail the HEN to ——. My boy contracted the fever by association with his 'dad' who has been afflicted for thirty years with the malady. Wishing the HEN all success, I am."

"After examining thoroughly a number of poultry papers from nearly every section of the country, I found not one to cover the field as well as THE INDUSTRIOUS HEN and if generally known you would have at least 20,000 subscribers."—Joseph Atchison, Nashville, Tenn.

* * *

The Virginia-Tennessee Poultry Association will hold its annual show December 13, 14, 15. D. M. Owens, Athens, Tenn., judge. Our premium list, with each alternate page devoted to advertising, is out and is being distributed throughout a practically virgin territory in Southwest Virginia, Northern North Carolina and East Tennessee, and we expect large returns at our show.

The secretary has time to answer your inquiries and will more than gladly do so.—R. L. Cannon.

Virginia State Fair.

At Roanoke at the Virginia State Fair I found about 1000 nice fowls on exhibition, all breeds being represented. The Barred Plymouth Rocks were well represented and the winners were a nice lot, but many were disqualified for feathers on legs. Why breeders will continue overlooking such defects I do not understand. Some here were feathered like Langshans.

In White Rocks about twenty grand birds, some locally and some from far points in Pennsylvania and West Virginia. In Wyandottes a nice lot of big, burley fellows that can and will win later at our best shows. Some shown here went to Hagerstown. All first were won by

Mr. J. V. Hooper, of Roanoke, a gentleman I was pleased to meet. His stock shows him a good, careful breeder, well posted and he will make the fellows hustle later. He has the quality. A nice pen and trio of Silvers, and an excellent pair of imported Columbian Wyandottes were also shown. As usual, my warm friend, S. S. Stansbury, was here with Stansbury's White Leghorns. Stansbury gets them better each year and made several nice sales and why not when he gets, in hot competition, all first and second prizes. He was all about the place hustling as only Stansbury can.

Orchard Poultry Farm, of Spring Forge, Penn., had an exhibition of 20 varieties and won well in all classes.

America Standard Poultry and Water Fowl Farm of Baltimore, Md., had a nice lot, well selected and groomed. They were especially strong in Ebdens, Toulouse, Muscovies, etc. They won all awards in three classes. In the Minorca class only a few were shown and they only fair specimens.

The fanciers of Black Minorcas did not turn out well and many were shown in bad form and some fellows too old for more exhibition work.

The exhibit included about all varieties, not leaving out the freaks, as well as frizzles, the 3-legged chicken, a chicken hawk (never admired) by the poultrymen without a gun.

A good display of fancy Pigeons were also shown, Jno. Harold, of Richmond, getting most all prizes on Homers; Carriers and Fans going to Orchard farm.

After two days of work I left for East Radford, leaving everybody happy, including our friend, J. W. L. Thompson, still on the grounds after judging the poultry.—F. S. Bullington, Richmond, Va.

This is to certify that, I, your Tennessee vice-president of our beloved club, having held a legal and impartial election on the placing of our club's beautiful set of ribbons, have, under vote, closed and counted, found election 5 to 1 in favor of ribbons being awarded by the East Tennessee Poultry Association at Knoxville, Tenn., on January 17, 18, 19, 1905. Ribbons are one for first cock, cockerel, hen, pullet and pen.

—A. M. WILBER,

Tennessee Vice-President.

Ribbons for Tennessee members only.

BRIEF MENTION.

"Nothing but the 'Mandy' Lee for me in the future," says W. A. Larkins, of Larkins, Fla. Best for him—best for you. Catalogue free. Geo. H. Lee Co., Omaha, Neb.

* * *

Charlie Hale and Dave Walker, both of Sweetwater, Tenn., were in to see us not long since and told us they "sure had the birds to win." Both are good breeders and will treat you square.

* * *

The cut of the White Wyandotte Hen recently used on cover page represented "White Pearl," the 4th prize pullet at Indianapolis in 1903 and the property of J. C. Fishel & Son, of Hope, Ind.

* * *

Yates Bros., of Greenville, S. C., can fill your order for White Wyandottes and if they do not send you what they agree to send they will make good. They are specialists in this breed and know what they are doing.

* * *

We call attention to the ad of the Superior Trap Nest and invite you to write the advertiser for particulars. The use of trap nests is an essential part of your work if you will weed out the drones from your flock.

* * *

J. A. Dinwiddie, of New Market, Tenn., stopped by to get a "Standard" and told us that his Rocks and Leghorns were all right. Dinwiddie is big in body and heart and has that in him that will bring success. Nothing crooked about him.

* * *

King Walker says: "Walker Bros. will be strictly in it. We've got the goods and propose to let folks know it." Their foundation was good and the results must be. They are ready to please you or your money back. They are at Madisonville, Tenn., Route 1.

* * *

Our good friend B. S. Davis, of Charlotte, N. C., writes us that he won, 1st Cockerel, 1st Hen and 3rd Cock at the Raleigh, N. C., State Fair and at the Mechlenburg, N. C., fair, 1st Cock, 1st Cockerel, 1st and 3rd Pullet, 2nd and 3rd Pen and the sweep stakes prize for best 14 females and 2 males in show. *Davis has them.*

* * *

Hon. Reese V. Hicks stopped in long enough to say "I've got the best R. I. Red Cockerel in the U. S." That was not what he wanted to talk about but it was the Madisonville show. Elsewhere you will find an editorial regarding this practical show and in December you shall

NEVIN POULTRY YARDS,

WARDIN BROS., Proprietors.

R. F. D. 7. BOX 46. - - - CHARLOTTE, N. C.

Breeders of S. C. Brown and White Leghorns, Houdans, W. Wyandottes, Barred Rocks, Sherwoods, S. C. Black Minorcas, Cornish Indian Games and Pekin Ducks. Eggs for hatching, 15 to setting, \$1.50. Duck eggs, per setting of 13, \$1.25.

Being breeders for the past nine years we are here to stay and have always taken our share of prizes wherever stock has been shown.

We manufacture Incubators, Brooders, Exhibition Coops and Wardin's Flight Arresters. Jersey Red Pigs our specialty. Write for information. Glad to answer questions.

White Hill Poultry Farm

WHITE WYANDOTTES and S. C. WHITE LEGHORNS

White that stays white. Ideal in shape

Single Comb Buff Orpingtons

Buff, blocky beauties. We can fit you out for the shows or start you right with breeders. Birds right and prices right.

LAWSON & VARNELL, Route 4

A. J. LAWSON, Mgr.

Cleveland, Tenn.

1894

H. C. AUSTIN, Johnson City, E. Tenn.

1905

... BREEDER OF ...

B. Langshans, L. Brahmas, B. B. R. Game Bantams and Belgian Hares

I make a specialty of the Black Langshans, as I find them to be the best fowl on earth as per my 50 years experience with chickens and 11 years with thoroughbreds of twelve to fifteen different varieties. If you want something fine give me a trial; no scrubs to sell at any price.

I will give a year's subscription to "THE HEN" with every \$3.00 cash order.



Agents wanted.

THE ONLY NEW THING IN INCUBATION

A limited edition of a new book on scientific incubation is now ready for distribution. A copy will be sent you on request, accompanied by your business card. This book explains the theory and construction of the only incubator ever made capable of producing a continuous hatch. Mention THE INDUSTRIOUS HEN.

HACKER INCUBATOR AND MFG. CO.,

3104-12 N. Jefferson Ave.

St. Louis, Mo.

PRACTICAL POULTRY FARM

STOCK FOR SALE

From my farm-raised Barred Plymouth Rocks and S. C. W. Leghorns, bred for eggs, size, and standard points, at honest prices.

J. A. DINWIDDIE, New Market, Tenn.

S. C. White Leghorns for Sale

300 PULLETS AND 100 COCKERELS

All bred from birds that won the blue ribbon in the largest shows in the North as well as the South. If you want some birds for the fall shows, I have them at prices that will please you. Satisfaction guaranteed.

STANSBURY'S POULTRY YARDS, Richmond, Va.

For Sale

Single Comb Brown Leghorns

Birmingham, Ala., Show, Dec. 6-9, 1904, 1st and 2d cock, 1st and 2d hen, 1st, 3d and 4th Cockerel and 2d pen; Chattanooga, Tenn., Dec. 13-16, 1904, 1st and 2d cock, 1st and 3d hen, 1st cockerel, 1st pullet, tie on 1st pen; Anniston, Ala., Show, Dec. 13-16, 1904, 1st and 2d cockerel, 1st and 3d pullet, 1st pen. Circular free.

M. S. COPELAND, Powells Station, Tenn



24 Prizes at 3 big shows in one season. Also every special offered, score 90 to 95.

J. D. HEREFORD

NEW MARKET, ALA.,

BREEDER OF

S. C. Brown Leghorns

Exclusively. Eggs \$1.50 per 15; two sittings \$2.50. Fowls for sale at all times. Prices named on application. Correspondence cheerfully answered.

FOREST VIEW POULTRY YARD

Only the best strain is bred. S. C. Brown and White Leghorns, Barred Plymouth Rocks, C. I. Games and White Face Spanish, Light Brahmas, Bronze Turkeys and Poland Geese. Eggs for sale.

J. E. THOMAS, R. F. D. 6, Charlotte, N. C.

know about it. Below is the called issued by the committee and some of the premiums offered. THE INDUSTRIOUS HEN proposed to capture that paper on feed growing, etc., and publish the same for the benefit of her readers.

Monroe County Poultry Breeders' show, to be held at the Court house in Madisonville, Monday November 6, 1905.

We, the Poultry Breeders of Monroe county, desire to call the attention of poultry raisers everywhere, and especially of this and adjoining counties to our show. It is our aim to not only advance fancy poultry raising, but to first direct our efforts to arousing a greater interest in a better class of poultry, better feeding, and more attention to the details of poultry raising. Hence the attempt has been made to direct our prizes along lines of practical poultry, and we have no apology to make for not offering prizes for some of the breeds that, in the opinion of the committee, are not fitted for practical, every-day farm poultry raising.

Largest Turkey Gobbler, \$1.00 cash.

Largest Turkey Hen, \$1.00 cash.

Best Pair Bronze Turkeys, \$1.00 cash.

Best pair Geese, any pure breed, \$1.00 cash.

Best pair Ducks, any pure breed, \$1.00 cash.

Smallest Bantam, any breed, Cockerel, fifty cents cash.

Smallest Bantam Hen, any breed, fifty cents cash.

Nicest dressed Roaster, weight from two to three pounds—size, condition and appearance to be considered, \$1.00 cash.

Nicest dressed Frier—weighing from one to two pounds—size, condition and appearance to be considered, \$1.00 cash.

Largest and smoothest dozen White Hen Eggs, \$1.00. Must weigh at least twenty ounces and be free from defects, or no prize will be awarded.

Largest and smoothest dozen Brown Hen Eggs, \$1.00. Must weigh at least twenty ounces and be free from defects or no prize will be awarded.

Best pair Pigeons, any breed, fifty cents.

Best pair Guineas, any breed, fifty cents.

Best paid Belgian Hares, fifty cents.

Best pair White or Spotted Rabbits, fifty cents.

Best display in American Class, \$1.00.

Best display in Mediterranean Class, \$1.00.

Best display Pit Games, \$1.00.

Best Incubator in operation with chickens hatching, \$2.00.

Best Brooder in operation with chickens in it, \$1.00.

Best display of Poultry Feeds grown on a farm in Monroe county, with written or printed instructions for their feeding, analysis of contents of foods, rotation and time of feeding, etc., \$2.00.

Breed for Egg Production.

Many years ago we were content with the hen that produced twenty-five or thirty eggs in a year. When the statement was made that hens could produce a hundred eggs, it was declared absurd. Then the suggestion was made in the columns of this paper that the 200-egg hen was near at hand. Considerable comment was caused by this, yet there are many proofs at hand that hens have produced in one year, under perfectly good management, as many as 200 eggs.

There are not nearly so many of these as there should be, nor as there could be, if people would carefully select their breeding stock for that particular purpose. We have before us a statement of several pens of fowls. One produced an average of 120 eggs, two others about



"DAVE" THE WATCH DOG AT THE WOOD-LAWN POULTRY FARM.

150 eggs, one pen 188 eggs, another pen about 200. Eggs were hatched from each of these pens, and the best egg-producing pullets of all that were hatched came from the hens which laid the eggs in the pen that averaged 200 eggs per year.

We know what a terrible strain it is upon the constitutional vigor of a hen to produce as many as 180 to 200 eggs in a year. This is most likely to be done by pullets in their first year, and we believe that if these same pullets would be properly cared for and kept into the spring of their second year as hens and not worked too hard for the egg production, the eggs from them would establish a line of egg-producing poultry that it would be hard to overcome.

Much more attention is given to se-

THEY HAVE CONTRACTED THE HABIT

WHAT? Why of Egg Laying. It could not be helped after being bred to lay nine years by the record system, using trap nests.

BAYNE'S EGG RECORD—WHITE WYANDOTTES.

Blocky, blue-blooded, bred for eggs, farm raised, healthy, hardy hustlers, money makers. The first and longest bred in the South for eggs. Eggs, 15 for \$1.50, 40 for \$3.00, or 100 for \$7.50.

SPECIAL MATING: Hens score 90 to 96. Eggs record 180 to 201. Cock from 201—Egg dam score as ckl. 93. EGGS, 15 for \$2.50, or 30 for \$5.00.

A FEW HENS AND PULLETS FOR SALE

T. L. BAYNE, Cedarcroft, Russellville, Tenn.

POULTRY SUPPLIES

MARSHALL'S { LICE POWDER EGG MAKER

CHICK FOOD, SCRATHING FOOD, LEG BANDS, MARKING PUNCHES, SOUTHERN AGENT CONKEY'S ROUP CURE, MANN BONE CUTTERS. ALL 50c POULTRY PAPERS 35c. THE BEST OF EVERYTHING AND AT LOWEST PRICES. LIBERAL DISCOUNT TO AGENTS ON LICE POWDER.

F. J. MARSHALL, Atlanta, Ga.

Bruner's White Plymouth Rocks

BRED FOR FANCY AND UTILITY.

Large size, fine shape and great layers. Young stock showing up better than ever. Grand Exhibition Birds and lots of Utility Stock for sale this fall. Also 50 Bronze Turkeys for sale cheap. Get your orders in early.

Write for Prices and Full Particulars.

A. F. BRUNER & SON, R. R. No. 5, Evansville, Ind.
FORMERLY PATOKA, INDIANA.

G. L. WALKER

K. B. WALKER

Walkers' Barred Rocks and White Wyandottes

—ARE BRED TO WIN AND DO IT—

We have a few nice Cockerels for sale of each at prices to suit. We also have a few R. C. White Leghorns we wish to close out at prices that will interest you. Write us your wants. Satisfaction guaranteed.

WALKER BROS., R. F. D. No. 1, Madisonville, Tenn.

TURNERS' S. C. WHITE LEGHORNS, WHITE LANGSHANS AND CORNISH INDIAN GAMES

Our young stock ready for shipment. Strong, healthy, vigorous cockerels, pullets laying now. We want to hear from you, telling us what you want. Let us mate a pen of LINE BRED as good as the best for you.

If you want heavy winter layers, we have them.

TURNERS' POULTRY YARD, Box 200, Algood, Tenn.

THE GAINES WHITE PLYMOUTH ROCKS BRED TO WIN—AND DO IT

You would probably buy the Gaines White Rocks if you could take them in your hand and see their immaculate white plumage, their unusual beauty, style and vigor.

ONLY 50 BEAUTIFUL COCKERELS LEFT FOR SALE.

10 of them sons of Bob and Alice White. No more Females for sale this year. Send for FREE Circular, which gives a list of my winnings.

If birds I ship do not please you, return them AT ONCE. YOUR MONEY BACK and I stand express charges BOTH WAYS.

E. H. Gaines, Prop'r, GAINES' POULTRY YARDS, Gaffney, S. C.



—IF IT IS— BUFF LEGHORNS

Here you are. Famous "Arnold" strain; breeding pen headed as follows: "ALBERTO," the famous cock; 9 blue ribbons to his credit. Hens and pullets all prize winners. Eggs and stock for sale. Correspondence solicited. Information cheerfully given.

**MABLE P. POULTRY YARDS,
BURLINGTON, N. C.**



BROWN LEGHORNS

First Cockerel, Second Pen, at the
World's Fair, St. Louis, Mo.

Over 100 regular and special prizes at nine great shows. Fine lot of young stock ready for shipment October 1st. Circulars.

E. E. CARTER, 965 Broadway, Knoxville, Tenn.

SANDY RUN POULTRY YARDS

W. D. HARRILL & CO., Props. - - - Ellenboro, N. C.

Breeders of Light Brahmas, Black Langshans, Black Minorcas, Buff and Barred Plymouth Rocks, R. I. Reds, Partridge and Buff Wyandottes, Brown and White Leghorns, Belgian Hares.

We have won this season at Atlanta, Charleston, Raleigh and Charlotte, on our birds 43 1st prizes, 32 2d, 27 3d, besides scores of specials. Prices of eggs \$2.50 per 15. We have a few good cockerels for sale, including the 1st and 4th prize winning Partridge Wyandotte ckl. at Raleigh, also 1st, 2d and 3d at Charlotte, price \$5 to \$10 each.

HIGH SCORING, PRIZE WINNING Buff Leghorns and Buff Orpingtons

The two most popular breeds for eggs and the table. My Buff Leghorns have been exhibited the past season at Cleveland, Birmingham, Chattanooga, Huntsville, and Atlanta, and have won eleven first, ten second, five third, and three fourth prizes. Stock and eggs for sale at reasonable prices. Any person that buys birds from me has the right to examine them at their express office, and if they are not just as I represent them to be, return them to me at once and I will pay express charges both ways and return to the party every cent paid me and they shall not be out one cent. Who will do you better? Who will do you as well? Send me your orders for stock or eggs.

P. H. WALKER, Cleveland, Tenn.

lecting the stock from which fine milch cows are grown than we recommend for producing a laying strain of poultry. When the time comes to hatch the chicks in the spring, many of us are much too anxious to place the first eggs we can lay our hands on under the hen to be hatched or into the incubator as may be; but if we would select in advance these heavy egg-producing pullets of the year before and keep them for the express purpose of laying the eggs from which to hatch our laying pullets for the next winter, we would be surprised at the startling increase of egg yield that we would have as result of such selection.

Pullets hatched from eggs that come from hens that only produce thirty-five or forty eggs a year do not inherit the laying instinct, rather would they inherit the propensity of the mother hens not to lay many eggs. While, on the other hand, eggs from the continuous and large egg producers would be pullets that would naturally become large egg producers themselves.

That like will produce like is a very old saying. It is a saying worthy of consideration in the poultry business. Hens that are heavy egg producers are more than likely to produce their own kind, while hens that are poor egg producers are doubly certain to produce those less prolific than themselves.

Another feature of vital importance is the selection of male birds from the hens that have been fine egg producers in line for several generations. If the proper amount of attention is given to both of these necessary requirements, people will find that the increased egg production in their flocks will be so marked as to be beyond all expectations. Hundreds of people complain that their poultry does not produce any eggs during the winter months, and that they lay so few eggs during the entire year as to make them unprofitable as egg producers; and while complaining of this known fact they will continue year after year to hatch their pullets from the same hens that have never laid enough eggs to pay for the corn they eat. Then, again, many people will read in their papers how poultry should be kept, fed and cared for and pay no attention to it whatever, and yet expect the hens to give them a profitable return in eggs.

There are just three absolute requirements for success in poultry keeping—the first, to have a line of laying hens fed for producing eggs; second, to properly house them during the winter months so that they will be comfortable, provide dry floors and deep litter—over a foot deep—for them to scratch in, and, third, to properly house, feed, water and care for them as hens should be kept for the profitable egg production in the winter months.—*Feather.*

Now is the Time.

Of all seasons of the year, now is the most opportune time to make a start with poultry, if one intends commencing with a few well-bred fowls, for they should become accustomed to their new home and surroundings before cold weather sets in, and should be ready to lay early in the winter when eggs are so much in demand, and command the best prices.

Then, too, the very early hatched spring chicks do so much better in most localities than the later ones; and birds bought in the spring never do so well as those bought earlier and wintered on the ground where they are to do their best work. It also gives the beginner an opportunity to study the breed and become familiar with their characteristics.

DIFFERENT AGES FOR POULTRY.

It is always best in buying to mate pullets with one- or two-year old cocks or hens one or two years old with cockerels. This combination, nine times out of ten, produces good results, and is followed by all successful poultry breeders except in rare instances, where for some special object to be gained, they will mate same ages together. This is done in some instances to introduce new blood in the flock, saving the cockerels from such a mating and killing, or selling the pullets.

GET BIRDS OF SAME STRAIN.

There is always a risk to run in buying new stock to improve your blood or get new blood into it, even of the same breed, if the strains are not the same. To illustrate: You now have Brown Leghorns, bought, say two or three years ago from a party in South Carolina, and you conclude that you want new blood in your flock next season, and send off and buy a bird from Virginia of the same breed but not the same strain. The results from this cross may turn out all right, but it frequently happens that such matings do not "mix," and as a result of the season's work, there are a lot of shabby birds to show for it.

If you have a certain strain of any particular breed, try to keep to that strain if a good one, and it will save lots of trouble. Frequently in crossing two different strains of the same breed, especially in the non-setting family, you get a lot of persistent setters, with a poor egg record or they will have gray or white feathers in their plumage when these are not admissible.

THE MALE HALF THE FLOCK.

As the male bird is considered half the flock, extra care should be taken in selecting a breeder for your flock. The system practiced by many an expert

Wall's Barred Rocks

Have won the lion's share of blue ribbons past seven years at Southern shows. Huntsville, Ala., Dec. 26-30, 1904, hot competition, 1st, 2nd and 3d cocks; 1st, 2nd and 3d hen; 2nd pen. Scoring to 95 under Brown; 93¾ under Marshall. If you want winners, send to him for eggs. Will sell only a few settings.

Fox Terrier Pups for Sale.

W. L. WALL, Huntsville, Ala.

**FISHEL
STRAIN
World's Best**

WHITE PLYMOUTH ROCKS, Bred in Their Purity

Many youngsters that will be heard from in the coming season shows. Grand flock of breeding Cockerels that will improve your flock. If it be an Exhibition Cockerel, let us put you right at reasonable prices, or write your wants. Eggs \$3.00 and \$5.00 per 15.

M. W. BUNCH & SONS, Box B, Petros, Tenn.

Tenn. Sect. American White Rock Club, Members East Tenn. and Tenn. State Poultry Assn's.

White Plymouth Rocks

(EXCLUSIVELY)

SEE OUR RECORD.

CHATTANOOGA—1st ckl., 1st and 2d hen, 2d pen.

HUNTSVILLE—1st and 3d hen, 1st ck., 1st and 2d ckl. 1st pullet.

Send order for Eggs from prize winners.

GEO. DARWIN, - - - - - Green Grove, Ala.

EGGS-For Hatching

FROM BLUE RIBBON WINNERS

WHITE WYANDOTTES

SPRING DELIVERY, 15 for \$2.00.

Winners at Birmingham, Dec. 6-9, 1st pen, 1st and 3d pullets, 3d cockerel; at Anniston, Dec. 13-16, 1st pen, 1st ckl., 2nd and 3d pullet.

JOHN M. KENDALL, - - - - - Eufaula, Ala.

White Wyandottes

Chalk White. Large and Blocky.

Eggs \$2.00 for 15; \$3.50 for 30.

C. A. BRYARLY,

Sherman Heights, Tenn.

**SOUTHERN HOG & POULTRY FARM**

O. P. BARRY, ALEXANDRIA, TENN., U. S. A.

Large mellow Poland-China Hogs, breeding stock of the best blood and greatest families in the world. Pigs for sale from four great sires. Cut prices on pigs 6 and 8 weeks old. One hundred hens and cocks for sale from my breeding pens at \$1.00 each, if taken at once. White and Barred Rocks and White Wyandottes.

THE FALL SHOWS ARE WORTH WINNING

The Quality to Win!

Is here in a limited number of early hatched chicks and some grand old birds. Remember our

Buff Plymouth Rocks

have never been defeated, and for four years in succession they have won more first and special prizes wherever shown than all competitors combined. The winnings of these yards at Washington, D. C., Hagerstown, Md., Richmond, Va., Atlanta, Ga., and other large shows on our own stock, gives it a leading prestige and it merits it. If you want the best at honest prices, address

GOLDEN PLUME POULTRY FARM,
Lock Box 168. Burlington, Alamance Co., N. C.

Our Motto—Entire satisfaction or your money back.

Don't Trifle With Lice



When the henneries are infested with lice and the poultry bothered with the pests, don't trifle with them. Use CHLORO-NAPHTHOLEUM DIP and kill every last one of them. Then after you have killed the lice, continue to use CHLORO-NAPHTHOLEUM DIP for treating Roup, Leukaemia, Scaly Legs, Chicken Cholera, Chicken Pox, and as a disinfectant.

That's what the prominent fanciers and experts do. You can do the same, and are bound to get the same successful results.

CHLORO-NAPHTHOLEUM DIP is non-poisonous, absolutely safe to use; more economical than even home remedies, and vastly more successful. There are no failures when CHLORO-NAPHTHOLEUM DIP is used.

1 Gallon.....\$1.50	2 Gallons.....\$ 3.00
5 Gallons..... 6.75	10 Gallons..... 12.50

WEST DISINFECTING CO. (Inc.)

38 W. Mitchell St., ATLANTA, GA.

breeder is to buy as good a hen or hens of his particular breed as he can find, and yarding these separately with his very best male bird, saving the eggs from this mating, and setting them under a good old motherly hen, and when chickens are hatched, taking a chick marker and punching the web of the foot and making a note of the fact, to be used to refresh memory later when it becomes necessary to mate up or dispose of surplus stock. The male birds from this special mating that most resemble their sire are kept for next season's breeding pen, and all females are sold or eaten. This might be called intensive poultry raising, but it is the correct way to introduce new blood into a flock if one expects to exhibit and have the best. Of course, where one knows the strain of birds they have, they can purchase a male or female from a breeder having that particular strain and use them in the yard without resorting to the special mating.—"Uncle Jo." in *Progressive Farmer*.

Darling & Company at New York.

As will be noticed by their advertisement in this issue, Darling & Company, Food and Supply manufacturers of the West, have established a factory in New York. This will enable them to handle more advantageously the trade they have already built up in the Eastern and New England states. Their trade relations are already established. The Darling products have been selling on their known high quality, and the volume of sales in the East for the last two years has just about kept pace with those in the West. After all, it is not so much a matter of location, as of having the goods to deliver. The Darling people know the value of a good reputation. They acquired theirs while located at the Union Stock Yards, Chicago, where they had every sort of poultry food material at hand. Selling only high class goods has done so much for them, that naturally, they will adopt the same high standard at their Eastern factory. Their Eastern branch will manufacture Darling's Poultry Foods and Supplies directly under the supervision of Darling's experts. This will insure the Eastern trade receiving fresh, sweet and wholesome foods and supplies. Also quick delivery. We are informed that their facilities and arrangements for obtaining food materials at Long Island City are not inferior to those at the Chicago Stock Yards factory. Their coming is in the interest of more and better poultry. They are a high-minded, honorable concern, manufacturing only the highest grade goods it is possible to produce, and we commend them heartily to the notice of our readers.

Dolan Bros.

5323 Wade Ave., Avondale Route, Birmingham, Ala.

Breeder of High-Class Light Brahmas. Eggs \$3 and \$5 per 15. We have won more prizes on Light Brahmas than any breeder in Alabama. Won at Birmingham Dec. 6-10, 1904, 1st, 2d, 3d, 4th Hens, 1st Cock, 1st Pullet. Tied for 2d Cockerel, won 1st Pen. Special for best display Light Brahmas and best display in Asiatic class.

THE HOSPITAL

POULTRY DISEASES.

Symptoms and Treatment of Various Ills Briefly Explained.

When the excrement secreted by the kidneys, which is normally pure white appears yellow, though the droppings are solid the bird appears perfectly healthy, look out for bowel trouble.

When the crop is hard and unyielding there is danger of the bird becoming crop bound.

When the discharges are streaked with blood it is time to give preventives for diarrhea.

When the points are hot and swollen and the fowl is disinclined to stand, rheumatism has taken hold.

When the nostrils are clogged with dirt and the eyes water, ward off a possible case of roup by timely treatment. If the case is bad apply the hatchet and bury the carcass.

When the bird seems lame and has a small swelling on its foot remove to a house with no perches and oblige it to roost on a bed of straw. Bumble foot is easily cured in the early stages if the cause is at once removed.

When a hen seems to droop down behind and goes repeatedly to the nest without laying she is usually suffering from a disorder of the oviduct and might as well be killed and eaten.

When a bird is "going light," has good appetite, but passes food from the bowels undigested, it is the early stage of consumption, and treatment is useless.

When the hen seems giddy and turns round and round she is probably suffering from apoplexy.

When the bird has leg weakness, with no disorder of the liver, feed lighter and give plenty of bone forming material.

When new fowls are bought quarantine them until sure they have no disease.

When a fowl has difficulty in breathing lookout for pneumonia.

When a fowl is dangerously sick with an organic disease it is worse than useless as a breeder. It is usually safer to kill a bad case of illness than to try to cure it.—*Farmer's Gazette, Canada.*

* * *

Dry Sulphur for Canker.

Canker in a chicken's mouth can always be cured, unless it chance to be in the windpipe, when it means sure death. Remove the canker with an old rag, being careful to see that every particle of it is burned, for there is no telling what damage the stuff might do were it not destroyed—for it seems to be a deadly

CLOSING OUT SALE!

Owing to change of occupation, I can not care for so many varieties of fowls, so I am offering my entire flock of

BUFF PLYMOUTH ROCKS (Nugget Strain)

And entire flock of

SILVER PENCILED WYANDOTTES (Sterling Strain)

Among them some extra fine show birds, for the next thirty days, at greatly reduced prices. Also, a lot of

WHITE WYANDOTTES

to reduce my flock of that variety to the minimum. Write at once for bargains to

J. M. WORKMAN, Burlington, N. C.

∴ **Fancy Pigeons** ∴

THAT'S ALL **J. P. Pemberton, Chattanooga, Tenn.**

EGGS From Maund's Prize Winning
S. C. White Leghorns
AT JUST HALF PRICE

for balance of season

Exhibition Mating \$1.50 per 15
Utility Mating75 per 15

A. T. MAUND, - - - - - **Geneva, Georgia.**
(State Vice-Prest. Nat'l S. C. W. Leghorn Club)

The "Ifs and Wants"

If it is in the cold winter months eggs you want.

If it is the blue ribbons you want.

If it is the all purpose fowl you want.

If it is the most beautiful fowl on earth you want.

Then it is

PAYNE'S PARTRIDGE WYANDOTTES

You want.

PARTRIDGE WYANDOTTE PARK,

Lock Box 74.

Burlington, N. C.

? **Do You Need Any Printing** ?

If so, write for samples and prices to

THE INDUSTRIOUS HEN, Knoxville, Tenn.

Hale's Barred Rocks

I am now offering 50 yearling hens at a ridiculously low price, considering quality. My 1904 prize-winners included. Several hundred fine youngsters, second to none. If you want something good, write me. The best is the cheapest, and the best is not too good for my customers. First prize winners wherever shown. My fowls have free range.

SATISFACTION GUARANTEED.

WRITE TO-DAY.

C. P. HALE, R. F. D. No. 1, Sweetwater, Tenn.

BARRED PLYMOUTH ROCKS

Can furnish you some fine birds for the coming shows.

My breeders for sale cheap. Write me.

B. S. DAVIS,
CHARLOTTE, N. C.

Remember the Charlotte Poultry Show, January 16-20, 1906.

S. C. Buff Orpingtons

The World's Best.

Two pens headed by prize winners. Eggs in season \$3 for 15; \$5 for 30.

I have some fine young Cockerels for sale. Highest scoring Buff Orpington at Birmingham show.

C. W. HALL, - Brookwood, Ala.

GASOLINE ENGINES WATER—LIGHT—POWER

Write for Catalogues and Prices

HENRY R. HOWARD, Knoxville, Tenn.

THE TRIUMPH CAPONIZING SET \$3.00 POST PAID SOLVES THE SLIP PROBLEM

SEND STAMP FOR
CAPON GUIDE

ALLERTON CAPONIZER MFG. COMPANY, Allerton, Iowa

Illustrated Price List Free

germ. After the canker has been removed, cover the wound thoroughly with dry sulphur, having first given the fowl a teaspoonful of listerine.

If any one happens to have hands that have been scratched up, in any manner, it is well to be careful to see that the cuts are protected before the operation of doctoring the bird begins, lest one should get blood poison by the contact.—*Poultry Life in America.*

Might Stay on Earth.

Speaker Joseph Cannon, in response to a toast at a recent dinner, began his remarks so as to create the initial laugh which is so much desired by orators as a preparation for weightier matter to follow.

"Astronomers tell us," he began, "according to the gentleman who has just sat down, that an express train moving a hundred miles a second would consume several million years in reaching a certain star."

He paused and looked toward the guest to whom he had referred.

"That was the statement," said the Speaker's neighbor, nodding.

"I was just thinking," pursued Mr. Cannon, "what a predicament a man would be in if he should miss the last train and have to walk."—*Success.*

A farmer once went into a Connecticut tavern with eggs to sell. The transaction took place in the barroom of the establishment. The proprietor agreed to take two dozen, and when the farmer came to count over the contents of his basket, he found that he had twenty-five eggs. The proprietor wanted the extra egg thrown in for good measure. The farmer didn't see it that way, and they argued the matter. At last the proprietor said he'd take the twenty-five eggs, give the man a drink, and call it square. The farmer agreed and pocketed the money. "Now, what'll you have?" asked the proprietor. The Yankee farmer was ready with his reply. "Sherry and egg," said he.

BAKER'S BARRED ROCKS

Champions of West Tennessee—Bred to Win

Have never been beaten on cock, cockerel or hen—only once on pullet. The best all-purpose fowl bred. Write me if you want first-class fowls. I breed nothing but Barred Plymouth Rocks.

T. H. BAKER, Jr., - McKenzie, Tenn.

Profits in Poultry.

No other business connected with agricultural life seems so attractive as poultry farming, even those who fail in the business and retire from it aver that they are certain they could succeed in a new trial. In the beginning the general idea is that the business consists of throwing out corn with one hand and gathering in eggs with the other. While this may be true in a sense, there are many little things one must do in connection with this. One can keep a small flock of hens with profit, while one could not double or treble this number successfully, because with a larger number all the difficulties which arise, such as want of cleanliness, vermin, impure air, and risk of infection, increase in a much larger ratio than does the number in the flock. But if we have succeeded with a small flock, there is no reason why we should not be able to do so with several flocks, if kept in the same manner as the original one. As we increase our number of fowls, the greatest caution must be observed in adding to the number of fowls kept in each house or pen. We believe as much depends on the management of chickens as on the characteristics of the different breeds. It is of great importance that the young fowls should, at the close of the day, have full crops. The nights are long, and as soon as the chickens have digested all their food they stop growing for the time being. It is a very good plan to feed them as late in the day as they can see to eat and as early in the morning as possible. They crave a variety of food; there is nothing better than plenty of good, clean, sweet grain, such as corn, wheat, oats, millet, barley, etc. A mash once a day made of skimmed milk thickened with ship-stuff and a portion of good meat meal thoroughly mixed, and made quite dry, is excellent for them; also sunflower seed fed very sparingly is of great benefit to chickens through the molting season. The greatest profit in poultry is from early hatched chicks and winter eggs. We may have them plentifully if we will give our hens good care during the molting season, and just keep on giving them the best of care and continue to do so all the fall and winter. They will be sure to repay us for our trouble if they are the right kind of hens. If they are not sell them at once and replace them with a breed that will bring you money, for time and labor spent with them. One who keeps poultry and gives it as little time as possible must expect as little profit from the poultry yard in return. A fresh egg is a joy and delight in many ways to the farmer's wife and his family.—Mrs. Cal Huselman in Southern Planter.

WILBER'S
GEM STRAIN
WORLD'S BEST

SINGLE COMB WHITE LEGHORNS

Bred-to-Lay and Win, and do it

Having won the past ten years more firsts, seconds, thirds, specials and cups than all Southern Strains. Grand flock high quality youngsters mated to suit. Cockerels that will improve your flock. Many that will

win in The Big Shows. 100 nice yearling breeders left at right prices. Write your wants. Handsome Catalogue free.

WILBER BROS., Box C, Petros, Tenn., U. S. A.

State Vice-President National Single Comb White Leghorn Club.

Mammoth Bronze Turkeys

B. P. ROCK CHICKENS AND POLAND-CHINA HOGS

My Turkeys are as fine as can be found in the United States, winning wherever shown. The present flock of young ones was sired by "Jumbo Jim," the 47-lb. tom that won second prize at the World's Fair, 1904, at eighteen months of age. He also won first at the North Alabama Poultry Show in January, 1905. These young ones promise to be the equal of sire both in size and plumage.

Poland-China Pigs of best prize-winners' blood. Full brothers and sisters won third, fifth, seventh and tenth prizes at the World's Fair, 1904.

B. P. Rock Chickens of Ringlet and Bradley Bros. strains. Beautiful in plumage, large bone and fine layers. Let your wants be known early and get the best for the Winter Shows. For further information address

MRS. J. C. SHOFNER, R. F. D. No. 1, Mulberry, Tenn.

BEAUTY

UTILITY

Tennessee White Wyandottes

A Strain of Heavy Layers, Bred for Eggs by the Individual Record System.

TENNESSEE POULTRY YARDS, Nashville, Tenn.

THE FORBES

S. C. BROWN and WHITE LEGHORNS

Champion Prize Winners in Alabama Shows. Winning more prizes than any other breeder in 1904-5; 500 head choice breeding and exhibition stock from \$1.00 up. Eggs from best pens at half price \$1.50 per 15. Agent for Conkey's Roup Cure and Cornell Incubators and Brooders.

FORBES POULTRY YARDS, New Decatur, Ala.

RHODE ISLAND REDS

FOR UTILITY OR FANCY PURPOSES
FOR FARMER OR FANCIER * * *

Our pens mated up after December 1st, and eggs for sale.

CHEROKEE FARM, REESE V. HICKS, Propr.

MADISONVILLE, TENNESSEE.

A few Pekin Ducks for sale.

For Twenty Years the Prizes

HAVE BEEN COMING TO THE

WOODLAWN POULTRY FARM

WE BREED AND RAISE

Barred Plymouth Rocks, Black Langshans, White Wyandottes, S. C. Brown and White Leghorns and Silver Spangled Hamburgs with the blood lines behind them. They win for me and will win for you. Write for prices.

MRS. R. H. BELL, Knoxville, Tenn.



"CHALLENGER"—A WINNER

Madison Square Garden Winners

I call my ROSE C. Brown Leghorns "The Best in the World" for these reasons: They won in the Garden Firsts since 1902. In 1904 they won all four Firsts and three Seconds in large classes; 1905 they won three Firsts and Silver Cup for best exhibit; no other man won more than one first. They are largest strain; lay to 242 eggs to a pullet, and lay eggs up to 33 oz. to 12. Now, are they not the best? My Rose-Comb Whites and S. C. Whites are noted for big and many eggs. S. C. Browns lay to 239 eggs to a pullet; win at Madison Square. Barred and Buff Rocks. See free catalog. Collie Puppies and of the finest strains. W. W. KULP, Pottstown, Pa. Box 75

In order to properly handle our rapidly growing Eastern trade, we have established

A New York Factory

For the Manufacture of Darling's High Protein Poultry Products.

We desire to express our appreciation for the generous patronage in the Eastern and New England States that has made this new factory necessary. The high character of the Darling products will be sustained. With an Eastern factory for Eastern customers we shall be able in future to give this trade the prompt and careful attention its importance deserves. Our catalog, enlarged and improved, just off the press, is mailed free. Poultrymen need it. Send to either of the following addresses:

DARLING & COMPANY,

Box 41, Long Island City, New York. Box 41, Union Stock Yards, Chicago.



THE 20TH CENTURY HAIR TONIC IS THE MIRACLE OF THE AGE...

This wonderful preparation is not a DYE, but is a hair and scalp food, and is guaranteed to produce results after all so-called hair restorers have failed. It is strictly a scientific preparation. It will gradually restore gray hair to original color, softness and youthful beauty. It contains neither oil nor grease, and will not gum the hair. Frees the head from and prevents dandruff. Makes the hair grow profusely even on bald heads. Cures any disease of the scalp. It is perfectly harmless in every way. It is an elegant dressing for the hair. 50c. and \$1.00 bottles at druggists, or large size prepaid by express on receipt of \$1.00. Take no substitute. It is the BEST your money can buy.

THE 20TH CENTURY CHEMICAL CO.
BROWNSVILLE, TENN.

Feed for Breeding Hogs.

The first feature of hog raising that appeals to the farmer is the fecundity of the sows, says a bulletin of the Bureau of Animal Industry, Department of Agriculture. No other meat producing domestic animal after poultry is capable of producing so large a number of young in a year. The size of litters varies with breeds and with location and feed.

One of the effects of high corn feeding on breeding stock is the lessening of prepotency and fecundity. When the conditions of forage furnish a more or less varied diet and consequently a better balanced ration, high fecundity may be expected. Free access to pasture will therefore always be a good practice with breeding sows. In addition to this the number of hogs may almost be doubled by breeding the sows so as to produce two litters a year. The practice demands considerably more care on the part of the breeder than when breeding but once a year, and should not be attempted unless the needed attention can be given farrowing.

A third benefit to be derived by the farmer from raising hogs comes from their eating waste products that would otherwise become a nuisance. Kitchen slops, the screenings from fanning mills and the waste from thrashing machines can be utilized in the pig yard; while the use of hogs in connection with beef production is frequently regarded by feeders the principal source of profit. If hogs are raised in connection with dairying, pork of the highest quality may be produced. Dairy by-products (skim milk, buttermilk and also whey) agree with animals especially well. Skim milk is especially valuable for pigs before weaning and during the earlier stages of feeding after they are weaned. Its value with breeding stock is also very great. Whey is valuable, though not so much as skim milk. It should be fed carefully, for a large amount given continuously will cause a sort of rheumatic lameness in pigs.

"Poultry Day in Knoxville."

While Saturday is known as "Chicken Day" in Morristown, Tenn., it may be designated as "Poultry Day" in the Knoxville market house. The Knoxville housekeeper, in laying in the family provender for Sunday, is afforded a market that in variety, cleanliness and healthfulness as to the vegetable supply can not be excelled in any city of the South. Its poultry supply is composed of chickens, ducks, geese, squabs occasionally, game in season and later on turkeys in abundance. Hucksters' wagons filled with vegetables and poultry, begin arriving from every point of the compass on Fridays. By 8 o'clock Saturday morning both sides of Market Square and the west side of Prince street between Clinch and Union streets are thronged with wagons, backed against the sidewalks and filled to overflowing with everything edible that the season affords. There seems to be more of live than dressed poultry, sold in the Knoxville market for home consumption. It is probably a wise business precaution on the part of poultry raisers, who, if they do not succeed in selling out their entire supply at once, take back what is left to their homes, there to remain until the next Saturday night.

The supply of poultry handled in Knoxville is sufficiently large to justify the erection of a cold storage plant somewhere near Market Square or near one of the railroad freight depots. There is no reason why Knoxville should not invite as large shipments of poultry as Morristown, if it was supplied with an up-to-date cold storage plant like that of the Morristown Produce and Ice Co. In a recent article in the Chicago National Daily Review, reprinted in the *INDUSTRIOUS HEN*, Jessie Lee Wilcox referring to the Morristown plant says: "A visit to this dressed poultry establishment gives one a better idea of what is being done in the poultry business in East Tennessee. There is a cold storage plant which has a capacity of 4,000 cases of eggs. There are immense pens which will accommodate from 4,000 to 5,000 chickens at once. Among these are the fattening pens, where a portion of the older poultry is kept for a period of twenty-one days, being fed upon milk and prepared poultry food to get them in shape for the market.

There are chutes into which the innocent looking fowls are driven, after passing through long narrow passage-ways, and go down to death at the hands of the poultry killers who stick the fowls in the mouth and bleed them, the heads being left on the lifeless body as it goes through the dressing process."

During 1904 there were shipped from Morristown 222 carloads of eggs and 702 carloads of poultry. A little enterprise in the direction named should make of

HOPE'S Great Jewelry Store Has Issued a Holiday Catalogue

Which will be sent FREE on request to any address. This catalogue illustrates the newest ideas in Holiday Jewelry, Watches, Cut Glass, Silverware and other Art Wares, and also tells of the immense stocks which we carry at all times. It is interesting and informing, and will make easy the selection of your Christmas Gifts. We want every reader of this publication to have a copy. Send for it TO-DAY.

HOPE BROS., Jewelers
519 Gay St., Knoxville, Tenn.

D. R. MAYO

Farm Seeds, Flowering Bulbs, High Grade Fertilizers

POULTRY SUPPLIES { BONE, OYSTER SHELL,
... GRIT, EGG FOODS.

Bands, Markers, Linseed Meal, Lice Powders, Etc.

Orders by Mail Given Prompt Attention.

D. R. MAYO, 625 Gay St., KNOXVILLE, TENN.

BUILDING PLANS AND DESIGNS A NEW BOOK



THIS HOUSE COST \$2,000
Fully illustrated in the book

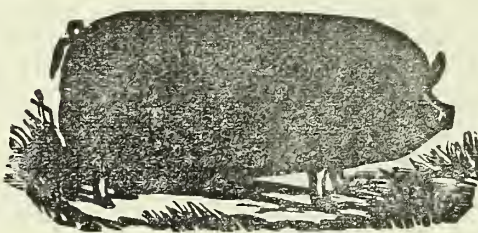
Illustrating Houses costing
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FULL OF NEW IDEAS
WORTH MORE THAN DOLLARS TO YOU
SEND 50 CENTS FOR IT

M. E. PARMELEE, Architect
OPPOSITE P. O. ON CLINCH ST.

KNOXVILLE, TENNESSEE
Name price of house you desire to build

Duroc-Jersey Hogs---Silver Penciled Wyandotte Cockerels



As fine Pigs as
can be found,
and as hand-
some Chicks as
grow.



Write your needs to
J. C. WHITE,
Knoxville, Tenn.

EXHIBITION Barred Plymouth Rocks CHOICE COCKERELS FOR SALE

Yard headed by Brother 1st Cockerel, Providence, R. I.,
1904; 2nd, Boston, Mass., 1904-5.

EGGS IN SEASON, \$2.00 PER 13.

MRS. W. R. MADDEN, South Knoxville, Tenn.

Yes, you can

Get Cockerels and Pullets from our specially mated yards in pairs, trios or any number you want.

BARRED AND WHITE ROCKS, BUFF AND WHITE WYANDOTTES, BUFF ORPINGTONS, BUFF COCHINS, LIGHT BRAHMAS, BUFF AND BROWN LEGHORNS.

Also a lot of A1 breeders and show birds that must go to make room. Write your wants and get our prices. We will please you.

BELLE MEADE POULTRY FARM

ROUTE No. 2

BIRMINGHAM, ALA.

CHAS. F. HOMPSON & CO.
Box 18
LYNNFIELD CENTER, MASS.

Barred Rocks
White Wyandottes

Rose White Leghorns
Rhode Island Reds

Yearling breeders for sale, very choice birds, used in our breeding pens the past season. Good size, shape and color; heavy layers; strong and vigorous. Write us; prices reasonable. Try our utility strain, money makers. A trio will start you. Will send hen and cock, properly selected for meat or egg production, for \$5.00. This is special offer for this month only.

PULMOLINE

Cures Consumption, Bronchitis, Pneumonia, Croup, Colds, Chronic Coughs and Catarrh. Prescribed and recommended by the leading physicians. Used extensively by the most prominent Sanitariums for treatment of Pulmonary diseases.

PULMOLINE IS EXTERNALLY APPLIED

Gives quick relief; destroys the disease germs and aids the tissue-building processes; increases the appetite; contains no opiate. For sale by all druggists. Price \$1.00.

PULMOLINE CO., Box 635, Knoxville, Tenn.

Until your druggist can supply you, Pulmoline will be sent postpaid upon receipt of regular price. **CORRESPONDENCE SOLICITED.**

Hyde Park Kennels

—AND—

Poultry Yards

Breeders of Line Bred BARRED PLYMOUTH ROCKS exclusively. High class stock for sale at all times. EGGS: \$3 for 15; \$5 for 30. Also SCOTCH COLLIE DOGS. Registered stock only.

ALF. BERTLING, Atlanta, Ga.

Or College Park, Ga., R. F. D.

Knoxville an even greater poultry market than Morristown.

There are more chickens used in Knoxville than all of the other fowls combined. Fried chicken is essentially an East Tennessee dish and its prevalence is said to be one reason why Methodist preachers are so numerous throughout East Tennessee. The demand for turkeys here as elsewhere, begins about Thanksgiving and continues until after New Year. Roast turkey is another most toothsome dish and in its preparation but few can excel the good housewives of Knoxville.

Next to chickens and turkeys there are more ducks sold in Knoxville than any other fowls. The game is more especially favored by the Hebrews and as our Jewish population is not large the demand for geese is not so great. There are but few kinds of meat nicer than a young goose properly roasted.

The price of poultry in the Knoxville market ranges from 25c to 50c apiece for chickens; 35c apiece for ducks; turkeys from 8c to 20c per pound and geese in season from 35c to 75c apiece.

Considering prices and quality, there are few better poultry markets for local domestic purposes in the United States than is to be found in Knoxville.—*Sentinel*.

A Hen Story.

Listen! There died near Evansville, Tenn., yesterday, a hen that was known to be 22 years old.

This unprecedentedly long lived hen belonged to George Bradley.

Biddy was one of a fine brood of chicks hatched on the day that Bradley's eldest son was born, nearly twenty-three years ago. By the date of the boy's birth the family firmly established Biddy's age.

But the hen was not called by the common name of Biddy. After a time they named her Betsy.

From a particularly pretty chick Betsy grew into a most industrious hen.

She dearly loved to lay and her peans of praise after each egg was deposited in her favorite nest were barnyard symphonies worth going miles to hear.

Betsy was occasionally permitted to indulge her motherly instincts, upon which auspicious occasions she invariably brought into the world anywhere from a dozen to fifteen of the finest chicks that ever scratched gravel.

As year after year passed without any appreciable difference in Betsy's strenuousness, she became the wonder of the county and the barnyard jewel of the Bradley family.

For nineteen years Betsy kept up her good work. It is estimated that during that time she laid 4,750 eggs and hatched 570 chickens—"mostly girls," as Sam

Gerson would say in his musical comedy advertisements.

How many grandchicks, great-grandchicks, and great-great-great-grandchicks sprang from Betsy's fowl offsprings would be an interesting but an interminable calculation.

Suffice it to say that, at the age of 19, Betsy suddenly changed her habits and seemed seized with a distinct aversion for roosters.

The finest cock of the walk in Farmer Bradley's barnyard had no charms for Betsy.

She spurned them all.

During the last three years of her life Betsy did not lay an egg or hatch a chick.

Bradley gave her hen food advertised "to make hens lay or no pay," but it availed nothing. Bradley also endeavored to press Betsy into service as the incubator of some other Biddy's eggs,

Betsy would not eat the hen food and she scorned to be the mother of some other Biddy's legitimate chicks.

Whether Betsy's laying machinery gave out or whether she decided, at the age of 19, that it was time to take life easy, is a matter of conjecture.

The fact remains that during the last three years of her life Betsy walked composedly around and about the house and "in my lady's chamber" as though she considered herself the mistress of the place.

And she was a game and haughty Betsy to the day of her death, pecking at any person she did not like.

Betsy was buried the day after her death with honors befitting a Biddy so respectable and industrious. Over her grave Mr. Bradley will soon erect a marble tombstone appropriately inscribed as follows:

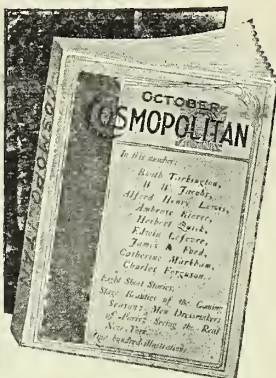
Here Lies
LAYING BETSY

Born in 1883. Died in 1905.

She did many a fowl deed for
those she loved.
Peace to her bones—let them
lay—
May she lay again some other
day.

If the eggs that Betsy laid during her nineteen years of faithful service were sold in the market at the present price they would realize \$908.50. If her 570 chickens brought an average price of 30 cents each they would represent a market value of \$171.

On this basis Betsy earned \$1,079.50 for her owner before she retired from active duty and commenced to take life easy.—G. Edmund Hatcher in *Crabtree's Saturday Press*.



Here's Your Chance! A Great ½-Price Offer

The Cosmopolitan will be made "the best, no matter what the cost." Its owners intend it to be the most widely circulated Magazine in the country. Its literary merit is unquestioned. For a short time we make you the following Extraordinary Offer:

THE INDUSTRIOUS HEN for one year, \$.50
The Cosmopolitan, one year, - - 1.00
BOTH FOR \$1.00

Send your order at once to THE INDUSTRIOUS HEN COMPANY, 617 Gay Street, KNOXVILLE, TENNESSEE.

The New '06 Standard Prairie State

The improvements we have added to the Prairie State Incubator for 1906 are world-beaters. They have simply put the Prairie State in a class by itself. When we say we now have an incubator that will bring out every possible hatchable chick with less attention and less liability to disappointment than any other, we mean every word and can prove it with the machine. There are reasons for this—nine of them.

NINE NEW FEATURES

Here they are: 1. The self-elevator or automatic gravity heat distributor. 2. Self-adjusting or compensating thermostatic, automatic heat regulator, three times as sensitive as the old regulator. 3. Automatic ventilation. 4. Automatic moisture supply. 5. Large air space above and below eggs. 6. Removable bottoms, making easy to clean. 7. Eggtrays contain any size of eggs, hen, duck or bantam, without change. 8. Large incubators have chick drawers. 9. The system of heating that gives the highest per cent of hatches. We cannot go into details in this small space and explain why these features overcome all mistakes, ignorance of operation and neglect, but they do, and you will be interested to know how it is accomplished. Send for the New Standard Prairie State circular. It plainly illustrates and describes every detail. You will be surprised at the practical simplicity of these new ideas which make it possible for the inexperienced to operate it as successfully as the expert.

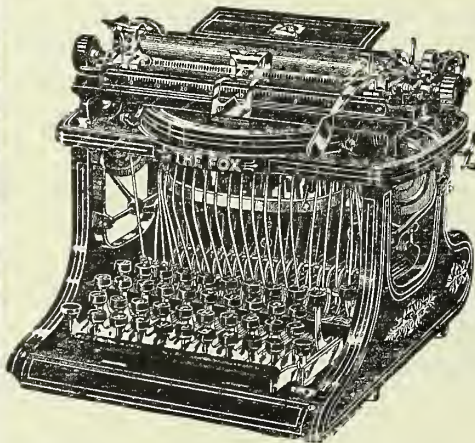
The Prairie State Incubator Co., 512 Main St., Homer City, Pa.



HERE YOU ARE!

I have for sale 12 Pens (One Cockerel and Four Pullets) White Wyandottes, all first-class exhibition and breeding birds. \$10.00 per pen, while they last. First orders get choice, but they are all good. Ask the Editor of this paper; he saw 'em. Address

M. D. ANDES, Bristol, Tenn.



THE LIGHT RUNNING FOX TYPEWRITER

Represents the Highest Development
in Writing Machine Construction...

The Simplest, the Best

CONSEQUENTLY THE CHEAPEST

Catalog and Information on Request. Agents Wanted.

S. B. NEWMAN & CO., Knoxville, Tenn.

A HOME

Two miles north of Knoxville. Ten acres. Handsome grove. Land lays well. No buildings. Price reasonable and terms to suit. See

THE INDUSTRIOUS HEN
617 Gay Street Knoxville, Tenn.

BUTTER WRAPPERS

With name of Dairy and location printed
can be had cheap by addressing

THE INDUSTRIOUS HEN
617 Gay St., Knoxville, Tenn.

A Southern Location

FOR YOUR HOME
YOUR MANUFACTURING PLANT
OR YOUR BUSINESS

Farms in Virginia, North and South Carolina, Georgia, Alabama, Mississippi, Kentucky, Tennessee.

GOOD LANDS AT LOW PRICES.

A Healthy Climate, Long Growing Season and an All-the-Year Working Season.

The South is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the Southern Railway, write for copies of our publications, which will be sent free on request.

M. V. RICHARDS,

Land and Industrial Agent, Southern Railway,
Washington, D. C.

B. J. HILLIDGE,

Agent Land and Industrial Department,
Chattanooga, Tenn.

Cheer Up.

The farmer's life is too often an isolated one and because of the lack of associates he is too apt to become a pessimist. With no one to converse with him, he develops a moody temperament and grows into the habit of brooding over the toils and vexations of every day life. He feels that his is a hard lot as he plods along behind his faithful team and with this thought uppermost in his mind, he returns from his daily work at night time to greet his family with a gloomy countenance and a fretful word. The good housewife having toiled all the long summer day in the heated atmosphere of closed rooms, and with aching head and heart chilled by the cheerless, complaining manner of her husband, also grows fretful, and the place immediately becomes a home that is far from being a paradise of peace, contentment, love and happiness. This is true of too many farm homes. The flowers of sweet content are nipped by the chilling frosts of gloomy sadness so that life apparently occurs to be little more than worth the living.

Cultivate a cheerful disposition. Do not wrap up all your interests, all your thoughts and ambitions in self. Seek to please those with whom you associate, and above all strive to lighten the burdens and hours of the ones at home that call you husband, father or brother. Whatever be your disappointment or how very heavy be the burden of the cross you bear, do not go over the threshold of your home with a sullen, cheerless countenance. A cheerful word or smile will fill your fireside with pleasantness, rekindle the fires of love in your wife's bosom and brighten the hopes and aspirations of your children. Cheerfulness is better than a doctor's medicine and a cheerful farm home is an earthly heaven.

Veneered Tree Protectors—Their Advantages, Etc.

Our readers will notice an advertisement of the Hart Pioneer Nurseries, of Ft. Scott, Kans., running in this paper, regarding an improved Veneered "Tree Protector."

We have seen a sample of these Protectors, and judging from the high class of testimonials that this firm furnishes, they evidently are a good thing, and will do all that they claim of them, such as protecting trees from mice, borers, rabbits, hot winds, sun scald, etc.

We notice testimonials from some of the largest orchardists in the country, who are using them, also from leading horticulturists and secretaries of many horticultural societies, advocating the Protectors.

If any of our readers have trees or scrubs to protect, they will do well to correspond with the above firm, and get their circulars and samples.



"THE NASHVILLE ROUTE"

Tennessee Central R. R. Co.
THE SHORTEST AND QUICKEST ROUTE
BETWEEN
KNOXVILLE AND NASHVILLE

Through Double Daily Service in Both Directions, with Through Coaches on Day Trains, and Through Vestibuled Sleeping Car on Night Trains.

Call for and see that your TICKET Reads via the

TENNESSEE CENTRAL RAILROAD

THEO. A. ROUSSEAU,

C. C. Traffic Department,
NASHVILLE, TENN.

JOSEPH J. TOMS,

General Agent,
KNOXVILLE, TENN.

S. B. NEWMAN & CO.

617 GAY ST., KNOXVILLE, TENN.

Printing and Bookbinding

500 Letter Heads, padded or in nice box, \$2.50. 500 Envelopes, \$1.50

Rubber Stamps, Rubber Type Printing Outfits, Daters, Inks, Ink Pads

Printed and Engraved Wedding Invitations, Cards, Etc.

100 CARDS, ENGRAVED IN SCRIPT, \$1.25. FROM OLD PLATE, 90c.

SOUTHERN REPRESENTATIVES OF THE WONDERFUL LIGHT RUNNING

FOX TYPEWRITER

Secondhand Machines for Sale. Agents wanted.

Raise Thoroughbred Hens.

It seems queer that so few farmers keep pure-bred fowls. They have been made to realize the superiority of the thoroughbred horses, cattle, hogs and sheep, but when it comes to the poultry department you will find nine out of every ten of them keeping scrubs. Better scrubs than they had twenty years ago, perhaps, but nevertheless scrubs. About once in five years it occurs to the average granger that he should improve his stock; so he goes to some fancier, who has the reputation of selling cheap, and after no end of dickering buys the cheapest cockerel he has and puts it down with his heterogeneous flock. From such a haphazard method as this he expects to get some fine chicks. He may possibly obtain a slight degree of improvement, but his stock will still be scrubs. His cockerels will bring only what they are worth for meat, while his surplus pullets will not find customers plenty at from 35c to 60c each.

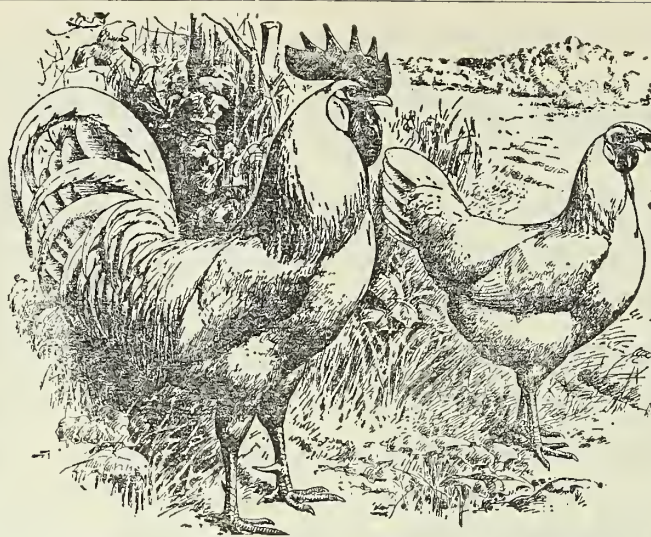
Now, in some respects no one is so well situated to raise thoroughbred fowls as the farmer. Plenty of room, plenty of fresh air, plenty of green stuff in summer and clover and waste vegetables in winter, are advantages he has over half the fanciers. He can raise his fowls cheaper, keep them cheaper, and they will be larger, hardier and more vigorous than those of the breeder who must keep both his old and young stock in contracted quarters the year round.

He can make money with scrubs, in fact, but he could make infinitely more with thoroughbreds.

When he gets ready to improve his stock, which the quicker done the better, let him by a trio at least of strictly high-class birds, or a few sittings of eggs from some reputable dealer. Then he has taken a step in the right direction; with the advantage he can give he is certain to raise some chickens to be proud of, and the surplus of which he will have no trouble in disposing of at a decided advance over what he ever received for scrubs.

It will do no harm to spend some of the money thus obtained in further improvement. Let him have some stock "as good as anybody." When the annual fair comes, he should bring to it some of his best birds for exhibition. If they are truly good there will be plenty to realize it, and for such as he wishes to part with he will find a ready sale. If he wants to increase his flock and extend his market, let him advertise it in some good poultry journal. If he manages rightly, the revenue from his fowls will soon rival that from any other department of the farm.

Advertising in the Industrious Hen pays. Will be glad to send you proof.



R. C. Brown and S. C. White
LECHORNS
..AND..
S. C. Black Minorcas

FINE PENS TO SELL

I breed to lay, winners in the best shows. Cockerels from hens that layed 253 eggs in 1904. These birds will improve your strain in laying, as they are bred for this purpose. Write me.

FRED AXLEY
SWEETWATER, TENN.
Route No. 5

IF YOU WANT TRAP NESTS GET THE SUPERIOR

The Latest! The Best! The Cheapest!
SATISFACTION GUARANTEED

Won Highest Award at Illinois State Fair
Write for circulars

J. A. BICKERDIKE

The Trap Nest Man

Box H MILLERSVILLE, ILL.

The Porter-George Poultry Co.

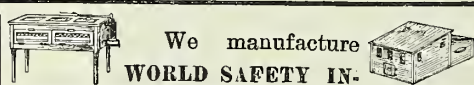
Breeders of Exhibition

BARRED PLYMOUTH ROCKS

Choice Stock for Sale
Eggs in Season.

KNOXVILLE, TENNESSEE.

Members of East Tennessee
Poultry Association.



We manufacture
**WORLD SAFETY IN-
CUBATORS AND BROODERS**, and sell them on 60 days trial and 6 years guarantee. Our machines have numerous improvements not found on other machines. We are headquarters for all kinds of Poultry Supplies. If you are in need of clover or alfalfa, the nice pure green kinds let us send you samples and prices. We have an interesting proposition to make to all who raise poultry. Send today for our new Catalogue. It contains full information about our proposition and we mail it postpaid.

WORLD STOCK AND POULTRY SUPPLY CO.

M. BURG & SONS, PROP'S.
RAYMOND AVE., ST. PAUL, MINN.

\$80,000 IN ONE YEAR!

The U. S. Agricultural Department states that \$1.00 per pound is frequently paid for Mushrooms and that two pounds can be grown on one square foot of surface. At this rate, an acre of surface would produce \$80,000 in less than one year. Send for a free copy of my 50-page book on Ginseng, Golden Seal and Mushrooms and learn how you can make thousands of dollars from small garden space. Don't fail to send for this free book. **ARTHUR C. THOMPSON**, Dept. 217, Thompson Building, Scranton, Pa.

Do you want

Your Chicks to grow?
Your Hens to lay?
Your Business to pay?

Do you want

An Incubator to hatch healthy chicks?
A Brooder to make 'em grow?

Then talk to me

Headquarters for everything in poultry supplies, poultry foods, poultry books and publications.

JNO. A. MURKIN, JR.,

P. O. Box 6, NASHVILLE, TENN.
CIRCULARS FREE

DO YOU NEED Rubber Stamps?

THEN SEND YOUR ORDER TO

The Knoxville Stamp Co.

617 Gay Street

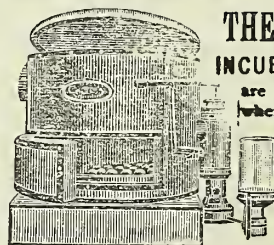
Knoxville, Tenn.

White Wyandottes, Pekin Ducks, White Holland Turkeys.

Eggs 15 for \$1.50.

Only a few choice birds for sale. Prices on application.

L. R. KELLY, Ridge Farm, Vinemont, Ala.



THE ROUND AXFORD

INCUBATORS AND BROODERS

are winning fame and favors wherever sold. Safe and simple to operate anywhere. Sure to hatch. Will last a lifetime. Get catalog. Dept. 15

AXFORD
INCUBATOR COMPANY
Chicago, Ill.

Long View Poultry Farm

Home of Thoroughbred Poultry.
BUFF COCHINS, BLACK LANGSHANS, LIGHT and DARK BRAHMAS, BARRED PLYMOUTH ROCKS, BROWN LEGHORNS, BUFF ORPINGTONS, BLACK MINORCAS, SILVER LACED WYANDOTTES.

Eggs, \$1.50 for Fifteen.

Address,

Long View Poultry Farm,
 Sta. A, ATLANTA, GA.

NOTICE!!

THE ELWOOD M. PUSEY CO.

Shippers of
STRICTLY HIGH CLASS POULTRY
 are ready to correspond with every man that is going to show birds at the Fall and Winter Shows.

WE MAKE A SPECIALTY OF SHOW BIRDS
 Everything guaranteed. Also originator of the famous

Buckeye Pit Games and Homer Pigeons

Write today.

EAST LIVERPOOL, OHIO

Black Hawk GRIST MILL

A hand mill for country, village and city housekeepers. Fresh corn meal, graham, rye flour, etc. Fast, easy grinder made to last.

Weight 17 lbs. **\$3.00. EXPRESS PAID.**

Soon pays for itself. You'll find a dozen uses for it. Grinds corn, wheat, rye, rice, spices, coffee, etc. fine or coarse. Just the thing for cracking grain for poultry.

Black Hawk book FREE.

A. H. PATCH,
 Mfr. of Hand Mills and Corn Shellers exclusively. Agents Wanted. **Clarksville, Tennessee.**

The Eggs Have Hatched

... AND ...

The Chickens are Reaching Maturity

I have them in: Black Langshans, Black Minorcas, White and Brown Leghorns, Dark Brahmans and White Rocks. I can furnish you a trio of good young birds at \$5.00 a trio, and they have a show record behind them. 3 1/2-grown Collie puppies for sale or exchange for pure bred poultry

MRS. F. L. MIXON,
 Station A, ATLANTA, GA.

White Wyandottes

Breeding pens—four hens and a cockerel \$7.00
 Trios 5.00
 Pairs 3.00
 1 trio S. C. White Leghorns . 5.00

Write your wants. I can please you. Satisfaction guaranteed or your money returned cheerfully.

JULIAN L. SHIPP, Highland Park, Tenn.

Suburb of CHATTANOOGA, TENN.

BUFF ROCKS

My 1905 chicks are now putting on their finishing touches and preparing for the show rooms. Many of them will bear off the coveted BLUE RIBBONS.

As I do not exhibit, these birds are for sale. Do you want prize-winners? If so, I can supply them.

B. E. JOHNSON, Kirkwood, Mo.

HEAR YE MY FRIENDS!

White Minorcas of the best blood. The Blue Ribbon Strain winners at the best shows in our country. A limited number of strictly high-class birds for sale at reasonable prices. Catalog free.

Also White Orpingtons, the peer of utility fowls. Will be able to supply eggs, season 1906, from two grand pens. Prize matings of blood equal to any found. Circular free. Orders booked now.

F. S. BULLINGTON

BOX 328 H

RICHMOND, VIRGINIA

ANNOUNCEMENT

We have broken up our pens for the season. No more eggs sold until February, 1906. We thank you for past favors and hope to serve you in the future.

C. B. BUTNER & SONS,
 RURAL HALL, N. C.

Some Timely Feeding Suggestions.

Almost every poultry raiser has more or less land upon which crops can be grown that are especially liked by fowls. They like turnips, either boiled or raw; these therefore form the basis of a daily mash through the winter. They are easily grown and the poultryman should have plenty of them. Caggabe, carrots and parsnips are crops which hens delight in, when there is little choice of green food for Biddy in the winter season.

And then they are fond of meat food, and this should always be supplied them in winter. Green cut bone is excellent, and this or some similar food is almost a necessity if you want a full egg basket in winter—and who doesn't?

A patch of rye for early spring greens, cut up in half to inch lengths and mixed with the hot morning mash, is sure to bring satisfactory results.

And just at this season while the fowls are in moult, don't forget the sunflower seed; feed them three or four times a week and when they are fed, give no other food. At first the hens may not eat them, but after the first few feeds they will acquire a taste for them, and my! how it does make their plumage shine.

If you failed to grow sunflowers, then feed them about a teaspoonful of linseed or cottonseed meal three times a week to each hen in moult. This is almost equal to sunflowers; though the work of scratching the seed out of the head, gives them good exercise.

Now don't forget to get your birds in trim and in full feather, and not like Job's turkey, and have them ready for the winter shows.—Uncle Jo.

Dressing Poultry for Market.

Much profit is lost through careless ways of preparing dressed poultry for market. At times poultry that is scalded for picking is put into water so hot that it draws or shrivels the skin. If the skin is broken it shows dark spots that are quite unattractive. When scalding poultry have the water warm enough to loosen the feathers, but not so hot as to scald the skin. When dry picked, the work should be quickly but very carefully done so as not to injure the skin or pull them out of shape. At all times give plenty of time and attention to this work so it may be well and nicely done, for more profit will come from one shipment that will grade high class in the market than will come from six sent in poor condition. Those who have the best to sell are the ones to gain the profit, and, no matter how well grown and fattened the fowls may be, they will not grade as high class, unless properly dressed for market.—Exchange.

The South's Best

THE SOUTHERN FANCIER, Atlanta, Ga., 50 cents; devoted to every interest of the poultry man;

THE INDUSTRIOUS HEN, Knoxville, Tenn., devoted to every interest of the poultry man, stock breeder and small farmer; 50 cents per year.

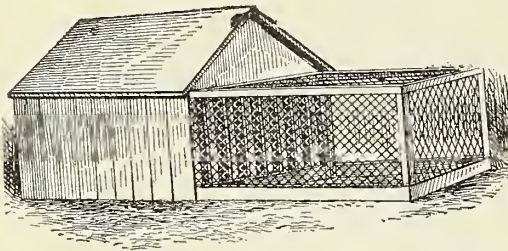
BOTH FOR PRICE OF ONE.

Send subscription to either paper.

Fattening Fowls.

In order to fatten poultry at a profit, the right facilities must be provided and proper foods used. Probably among the best are fat meat residues, corn meal, potatoes, rice, cow's milk, and oatmeal with milk. If anything oatmeal is preferable because of effect on color of fat.

The point is to fatten fowls in the shortest time possible. A good way is to confine in coops like the one shown in cut. The open part may be made of



lath or wire netting. Keep pen dark except when fowls are eating. Throw thick covering, old carpet or quilts, over exposed part and the pen will be so dark that birds will move about very little between meals. In the morning if fed boiled potatoes, crushed while hot and thickened with corn meal, and a little salt and pepper for seasoning, chickens will fatten very fast. They should be fed three times a day, and their bill-of-fare varied as much as possible. Pumpkins or squash may take place of boiled potatoes occasionally. Fresh bedding should be supplied frequently, and the coop and spot it occupies kept clean.—*Exchange.*

How Some Plants Hide.

C. G. Pringle, for many years a famous plant collector, especially in Mexico and the arid regions of the United States, speaks of a native grass of northern Mexico, *Muhlenbergia Texana*, as such a favorite with all grazing animals that it is usually exterminated, or nearly so, except when growing under the protection of thorny shrubs, usually mesquite bushes.

How many times I have contended with the horrid mesquite bushes to gather an armful of this grass to carry joyfully to my hungry and jaded horses. In such cases the thorns, spines and perhaps bitter taste of the bushes not only protect the young growth and leaves of certain plants, but furnish shelter for other tender and nutritious herbage.

In arid regions especially similar instances of protection by thorn bushes are numerous. Again, some plants retire beneath the surface of the ground at the close of the growing season, especially in regions subject to drought or cold, remaining secure beneath the surface for months in the form of bulbs, tubers and rootstocks. At such times they are nearly sure to escape destruction by animals. Examples are Solomon's seal,

PHOTOGRAPHS OF YOUR BIRDS

for the purpose of having

1½-tone Cuts

made should be sent direct to

THE INDUSTRIOUS HEN CO.,
KNOXVILLE, TENN.

The Best Cuts—The Least Money

BLACK MINORCAS

THE BEST IN THE LAND

Young stock and one-half of breeding stock now for sale.

A bargain in 30 White Rock hens. Who wants them?

C. O. HARWELL, Atlanta, Ga.

Sec'y Atlanta Poultry Association

BUFF ORPINGTONS —AND— White Wyandottes

The Choicest of Each Variety.

"Standard Bred" Young Stock for Sale

Cockerels \$1.50, \$2.50 and \$5.00 each.

Pullets \$1.00, \$2.00 and \$4.00 each.

Eggs this month \$2 for 15, \$3.50 for 26

FRANK S. PATTON, Johnson City, Tenn.

S. C. BROWN LEGHORNS

PRIZE WINNERS
AT CHICAGO.

I am selling eggs \$2 per 13; \$6 per 50. Have some fine cockerels for sale. Send for circulars.

WM. M. LUTHER

Box A, Morton Park, Ills.

BARRED PLYMOUTH ROCKS

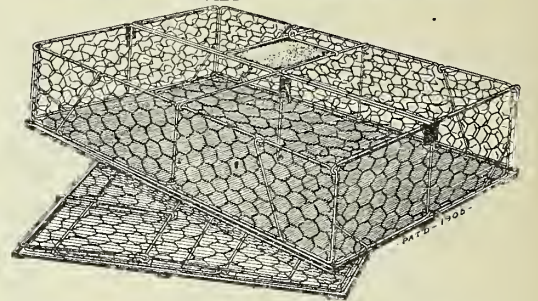
PRIZES 1900-1904

17 firsts, 17 seconds, 23 thirds, 10 fourths.
GOLD MEDAL AND SILVER CUP.

W. B. ALEXANDER, Charlotte, N. C.

Hoskins' Folding Coop

For Marketing and Shipping Poultry



Made of galvanized steel wire. Very durable. Two inches thick when folded. Weight 25 pounds.

We also manufacture a rat, mink and vermin proof Brood Coop. Made of No. 27 galvanized steel in sections. Easily taken apart, cleaned or stored. No loss from rats, lice or dampness, and this gain pays for the coop every year. Both coops are patented. Agents wanted.

C. HOSKINS & CO.

318 State St.

QUINCY, ILL.

J. H. CROWELL

BREEDER

**Buff and Barred
Plymouth Rocks**

EXTRA QUALITY.

PARROTT, GA.

AMERICAN PET STOCK JOURNAL

A Belgian Hare, Rabbit, Cavy, Ferret, Pigeon, and Poultry Journal having the following departments: Query, English, Pigeon, Poultry, Home and Children's, also a Boy's Corner. Either department is worth the subscription price, 50 cents. A Journal no pet stock breeder can afford to be without. Send stamp for sample copy.

THE RECORD CO., Macon, Mo.

Bradley Strain Barred Rocks

BRED UNDER VIRGINIA SKIES.

Early hatched stock for sale. Satisfaction guaranteed. Your money back if not pleased.

L. W. WALSH, Drawer 248, Lynchburg, Va.

FOR SALE!

Choice Poland-China Pigs, both sexes. Boars ready for service and Gilts old enough to breed. Also I offer one young Bull Calf, Short Horn. Write me. Respectfully,

B. T. WELBORN, R. D. No. 2, Dyersburg, Tenn.

Alexander's White Wyandottes

NO BETTER IN THE SOUTH.

45 Regular and Special Prizes—
Marshall and Schwab judges.

Eggs \$2.00 Per 15.

A. E. Alexander, Charlotte, N. C.

LEE'S

EGG MAKER

The egg-producing food of the Petaluma country. Fed in connection with the regular food ration. Contains in correct proportion all necessary elements for meat and shell. 50 feeds for 1 cent. 25 lb. pail, \$2.00

GERMOZONE

—the poultry medicine. A preventive and cure for Roup, Colds, Inflammation of Throat, Canker, Chicken Cholera, Limberneck. Price 50 cents, postpaid.

LEE'S LICE KILLER

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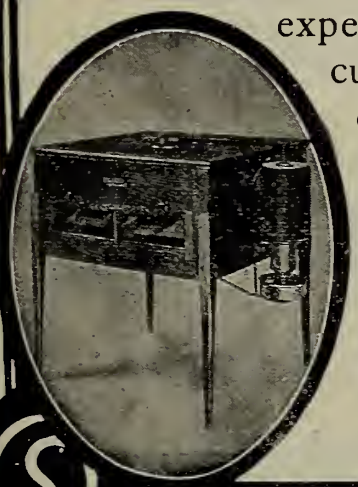
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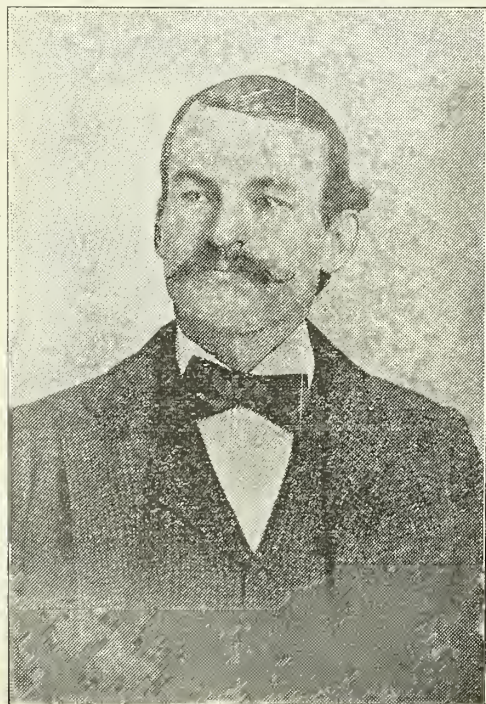
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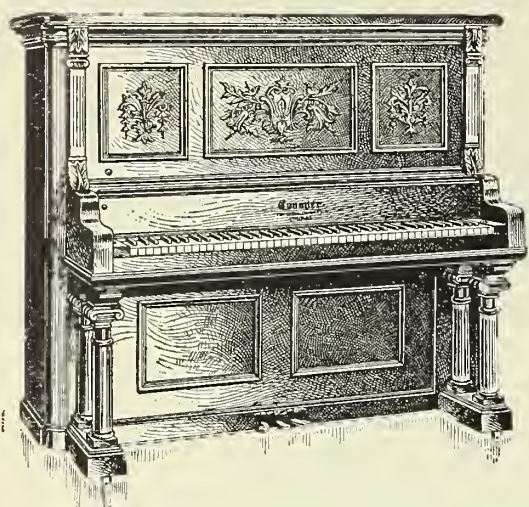
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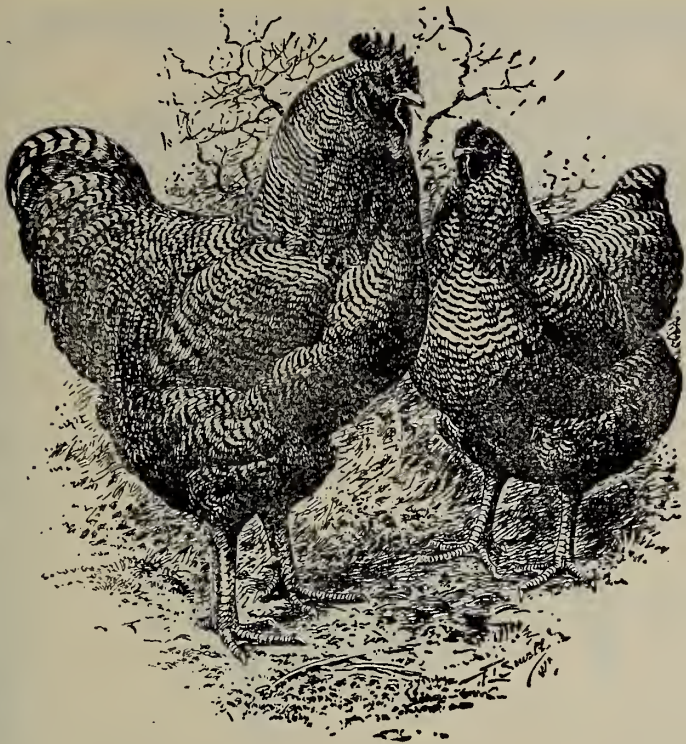
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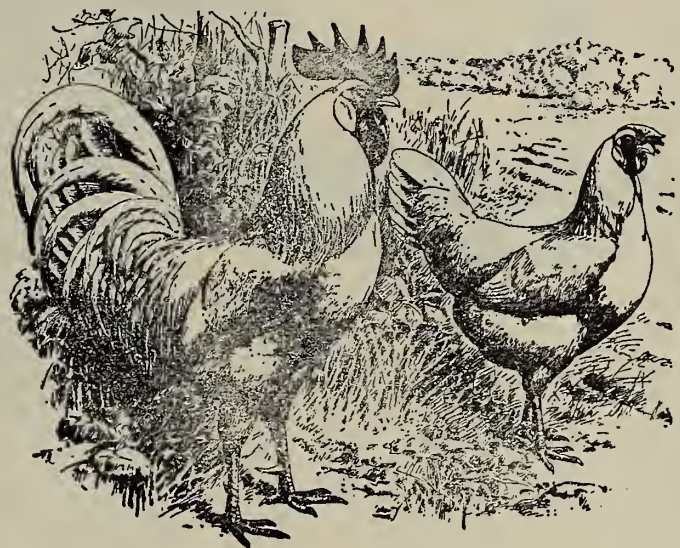
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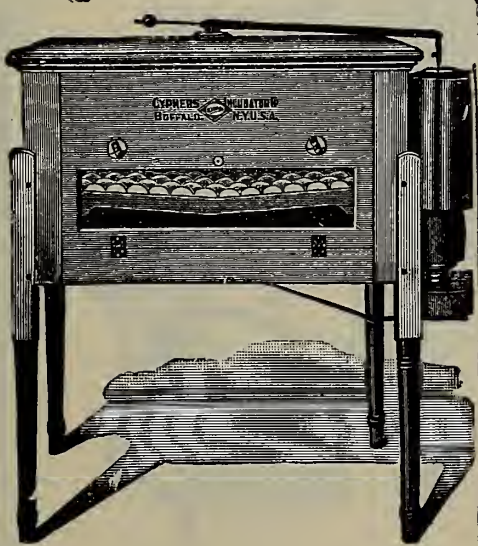
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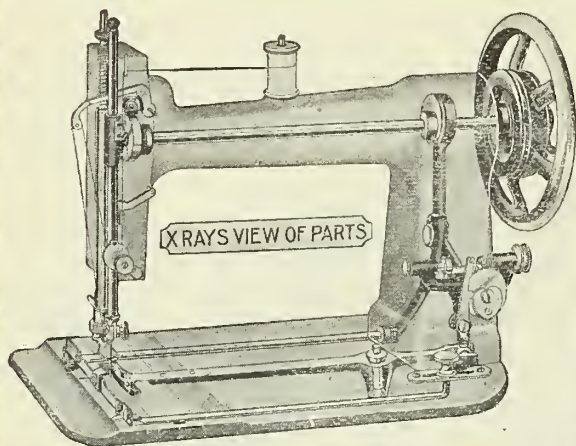
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POINTS OF SUPERIORITY

Silent and easy running. Self-setting needle. Automatic bobbin winder. Self-threading cylinder shuttle. Tension release. Lifetime guarantee.

IN FACT

We present it to our patrons as a *strictly up-to-date, first-class, high-grade machine in every detail. Nothing better.*



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MACHINE

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THE BEST MACHINE MADE

The Mechanical Construction of this machine is on such perfect lines that *Durability, Quiet and Easy Running* are its dominating features.

THE SEWING QUALITIES of the machine are perfect. It will sew from one thickness of muslin to six thicknesses of heavy full cloth without breaking the thread.

The Needle is SELF SETTING, and can be fastened in position without the use of a screw driver. The machine is SELF THREADING at every point except the eye of the needle.

The SHUTTLE is cylindrical; is absolutely self-threading. SIMPLY PLACE BOBBIN IN SHUTTLE WITH END OF THREAD ABOUT 2½ INCHES LONG, AND STARTING MACHINE INSTANTLY THREADS SHUTTLE READY FOR USE. A feature no other machine possesses. The advantage is great.

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DESCRIPTION

Case of two drawers on each side, with pull drawer in center. The head drops below the table when leaf is closed, and the head of machine is out of the way—out of sight—when not in use, which is at once appreciated by every housekeeper, and has made it the most popular style ever produced. The machine when closed forms a convenient table for general purposes, and the head is entirely protected against dust.

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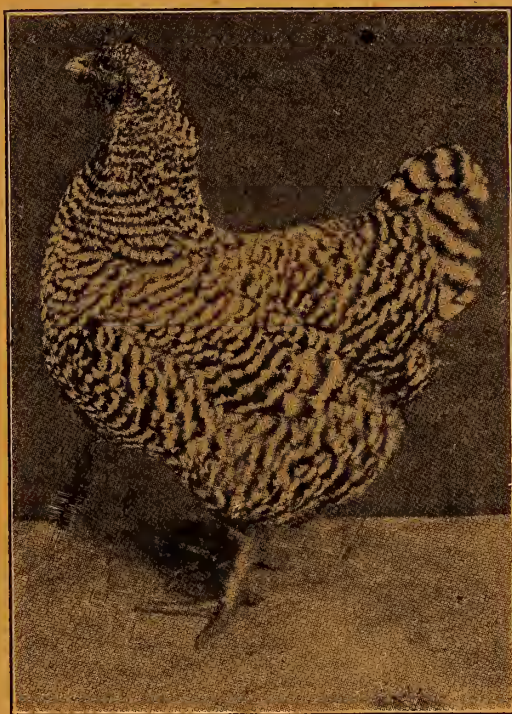
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